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THE INDUSTRIAL ARTS INDEX

TWENTY-SEVENTH ANNUAL VOLUME

1939

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

EDITED BY

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LEONE BAKER, ADELINE MACRUM

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PREFACE

This volume of the Industrial Arts Index, the twenty-seventh annual cumulation, covers the period December, 1938, thru November, 1939. The indexing is not complete for a few periodicals which were delayed in arriving because of the war or other conditions. The indexing of these will be found in the current numbers of the Index. The list of periodicals included remains unchanged except for the loss of *Electric Journal,* which discontinued publication last March. In response to requests the *Comparative Law Series,* a monthly review published by the Division of Commercial Law, United States Bureau of Foreign and Domestic Commerce, will be indexed.

The book titles included in this volume number 2873. In addition to these are numerous pamphlets, government and college bulletins, and bibliographies.

M. E. P.

List of Periodicals Indexed

Adv & Sell—Advertising and Selling. $2; single numbers 25c. m Robbins Pub. Co, Inc, 9 E 38th St, New York (1v:Ja v32;i-none)
Changed to monthly beginning January, 1938
Extra Mid-February issue

Advanced Management—Advanced Management. $6. q Society for the Advancement of Management, 29 W 39th St, New York (1v: v4;i-none)
Formerly Society for the Advancement of Management Journal, a bi-monthly

Aero Digest—Aero Digest. $3; single numbers 35c. m Aeronautical Digest Pub. Corp, 515 Madison Av, New York (2v:Ja,Jl v34-35;i-s)
Absorbed Aviation Engineering beginning July, 1933

Air Commerce Bul—Air Commerce Bulletin. 50c; single numbers 5c. m Superintendent of Documents, Washington, D.C. (2v:Ja,Jl v10-11;i-s)
Replaced by Civil Aeronautics Journal, January 1940, published semi-monthly

Am Arch. See Arch Rec

Am Assn of Textile Chemists and Colorists. Proceedings. Published in American Dyestuff Reporter

Am Bankers Assn J. See Banking

Am Bld—American Builder and Building Age. $2; single numbers 25c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v61;i-none)

Am Business—American Business combined with System. $3; single numbers 35c. m Dartnell Publications, Inc, 4660 Ravenswood Av, Chicago (1v:Ja v9;i-r)
Indexing began August 1935 when it was combined with System

Am Cer Soc Bul—Bulletin of the American Ceramic Society. $1.50; single numbers 25c. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v18;i-s)

Am Cer Soc J—Journal of the American Ceramic Society. $15; single numbers $1.50. m American Ceramic Society, 2525 N High St, Columbus, Ohio (1v:Ja v22;i-s)

Am Chem Soc J—Journal of the American Chemical Society. $8.50. m Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v61;i-s)

Am Concrete Inst J—Journal of the American Concrete Institute. $7.50; single numbers $1.50. 6 times a year (S, N, Ja, F, Ap, Je) American Concrete Institute, 7400 Second Blvd, Detroit, Mich. (2v:Ja,S v10-11;i-l)
Began publication as v 1 (Proceedings, v 26) November, 1929

Am Dyestuff Rep—American Dyestuff Reporter. $5; single numbers 50c. bi-w Howes Pub. Co, Inc, 440 4th Av, New York (1v:Ja v28;i-s)
Includes Proceedings of American associations of textile chemists and colorists

Am Gas Assn—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc, 420 Lexington Av, New York (20th annual convention, 1938)

Am Gas Assn Mo—American Gas Association Monthly. $3. m (bi-m Jl-Ag) American Gas Assn, 420 Lexington Av, New York (1v:Ja v21;i-l)

Am Gas J—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc, Dodge Bldg, 53 Park Pl, New York (2v:Ja, Jl v150-151;i-l)

Am Inst Chem Eng Trans—American Institute of Chemical Engineers. Transactions. $10; single numbers $2. bi-m American Institute of Chemical Engineers, 29 W 39th St, New York (1v:F v35;i-s)
Changed from a quarterly to a bi-monthly beginning February 1938

Am Inst E E J. See Elec Eng

Am Inst of Mining and Metallurgical Engineers. See Min & Met

Am J Sci—American Journal of Science. $6; single numbers 60c. m American Journal of Science, New Haven, Conn. (1v:Ja v237;i-s)

Am Mach—American Machinist. $3; single numbers 35c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v83;i-r)

Am Pet Inst Proc—American Petroleum Institute Proceedings. 50 W 50th St, New York (19th annual meeting, 1938, v19, pts 1-4; 9th mid-year meeting, 1939, v20[M] pts 1, 3, 4)

Am Soc C E Proc—Proceedings of American Society of Civil Engineers. $8; single numbers $1. m (except Jl and Ag) American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v65;i-s)

Am Soc for Metals Trans—Transactions of the American Society for Metals. $5; single numbers $2. q American Society for Metals, 7016 Euclid Av, Cleveland, Ohio (1v:Mr v27;i-r)
Formerly Transactions of American Society for Steel Treating

Am Soc Heat & V E J. See Heating-Piping

Am Soc M E J. See Mech Eng

Am Soc Steel Tr Trans. See Am Soc for Metals Trans

Am Soc T M Proc—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 260 S Broad St, Philadelphia (1v:v38)

Am Statis Assn J—Journal of the American Statistical Association. $6; single numbers $1.50. q American Statistical Association, 1626 K St, N.W., Washington, D.C. (1v:Mr v34; i-s)

Am Water Works Assn J—Journal of the American Water Works Association. $7; single numbers 75c, to members 50c. m American Water Works Assn, 22 E. 40th St, New York (1v:Ja v31;i-l)
April number reprinted with May issue to correct pagination. Discard April number

Angew Chemie—Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, G. m. b. H, Corneliusstr. 3, Berlin W 35, Germany (1v:Ja v52;i-l)

Ann Am Acad—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3457 Walnut St, Philadelphia (6v:Ja,Mr,My,Jl,S,N v201-206;i-s)

Annalist—The Annalist. $7; single numbers 20c. w New York Times Co, Times Square, New York (2v:Ja,Jl v53-54;i-s)

Arch Forum—Architectural Forum. $4; single numbers $1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja,Jl v70-71;i-r)

Publications of societies, institutions, etc. are listed under the names of the organizations. i-l=index sent loose; i-r=index sent upon request; i-s=index stitched in volume.

Arch Rec—Architectural Record combined with American Architect and Architecture. $3; single numbers $1. m F. W. Dodge Corp, 115 W 40th St, New York (2v:Ja,Jl v85-86;i-s)
Purchased American Architect and Architecture, March 1938

Assn of Sp Lib & Inf Bur Proc—Association of Special Libraries and Information Bureaux Proceedings. 5s. annual Association of Special Libraries and Information Bureaux, 31 Museum St, London, W.C. 1 (1v:15th conference, 1938)

Automobile Eng—The Automobile Engineer. 37s 4d; Canadian subs 34s 1d; single numbers 2s 6d. m The Automobile Engineer, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v29;i-r;cost 8d)
Extra motor show review number published in November

Automotive Ind—Automotive Industries. $1; single numbers 25c. s-m Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v80-81;i-r)
Changed to semi-monthly beginning May 1, 1939

Aviation—Aviation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v38;i-none)

Bankers M—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co, 185 Madison Av, New York (2v:Ja,Jl v138-139;i-r)

Bankers Mo—Bankers Monthly. $5; single numbers 50c. m Rand McNally & Co, 536 South Clark St, Chicago (1v:Ja v56;i-none)
Formerly Rand McNally Bankers Monthly

Banking—Banking; Journal of the American Bankers Association. $3; single numbers 25c. m American Bankers Association, 22 E 40th St, New York (2v:Ja,Jl v31-32;i-r)
Formerly American Bankers Association Journal

Barron's—Barron's. $10; single numbers 25c. w Barron's Pub. Co, 44 Broad St, New York (1v:Ja v19;i-r)

Bell System Tech J—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co, 195 Broadway, New York (1v:Ja v18;i-s)

Blast F & Steel Pl—Blast Furnace and Steel Plant. $2; single numbers 50c. January and August numbers $1 ea. m Steel Publications, Inc, Thaw Bldg, 108 Smithfield St, Pittsburgh, Pa. (1v:Ja v27;i-s)

Boston Soc C E J—Journal of the Boston Society of Civil Engineers. $4; single numbers $1. q Boston Society of Civil Engineers, 715 Tremont Temple, Boston (1v:Ja v26;i-s)

Brick & Clay Rec—Brick and Clay Record. $5; single numbers 50c. m Industrial Publications, Inc, 59 E Van Buren St, Chicago (2v:Ja,Jl v94-95;i-s)

Bul of Bibliography—Bulletin of Bibliography and Dramatic Index. $3; single numbers $1. 3 issues a year F. W. Faxon Co, 83 Francis St, Boston (1v:v16;i-s)

Burroughs Clearing House—Burroughs Clearing House. m Burroughs Adding Machine Co, Second Blvd. and Burroughs Av, Detroit, Mich. (2v:Ja,O v23-24;i-none)

Bus Transportation—Bus Transportation. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v18;i-s)

Business Week—Business Week. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York

Can Chem & Process Ind—Canadian Chemistry and Process Industries. $4; single numbers 40c. m Westman Publications, Ltd, 366 Adelaide St, West, Toronto, Ont. 2; United States agents, Macintyre & Simpson, 75 E Wacker Drive, Chicago (1v:Ja v23;i-r)
Formerly Canadian Chemistry and Metallurgy

Can Eng—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd, 341 Church St, Toronto, Ont. 2 (2v:Ja, Jl v76-77;i-r)
Published as two separate specialized monthly papers instead of one general weekly, beginning with 1940. Roads and Bridges section will be published on the first of each month and the Water and Sewage section on the 15th

Can Min J—Canadian Mining Journal. $3. m National Business Publications, Ltd, Gardenvale, Que. (1v:Ja v60;i-s)

Chem Age (Lond)—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v40-41;i-s)

Chem & Ind—Chemistry and Industry. £4 4s. single numbers 1s 10d. w Society of Chemical Industry, Clifton House, Euston Rd, London, N.W. 1 (1v:Ja v58;i-l)
Published as section of Journal of the Society of Chemical Industry until 1937
Subscription price includes Journal of the Society of Chemical Industry

Chem & Met Eng—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v46;i-s)

Chem Ind—Chemical Industries. $3; single numbers 35c. m Tradepress Pub. Co, Inc, 522 Fifth Av, New York (2v:Ja,Jl v44-45;i-r)
Formerly Chemical Markets
Published twice in October; second issue, Buyers Guidebook number

Chem R—Chemical Reviews. $9. ($7 to members of American Chemical Society) bi-m Williams & Wilkins Co, Baltimore, Md. (2v:F,Ag v24-25;i-s)

Chem Soc J—Journal of the Chemical Society. £3 5s. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1 (without vol no;i-l)

Chemische Fabrik—Die Chemische Fabrik. RM 30; single numbers RM 1.80 bi-w Verlag Chemie, G.m.b.H. Woyrschstrasse 37, Berlin W 35, Germany (1v:Ja v12;i-l)

Chimie & Ind—Chimie & Industrie. $30. m Société de Chimie Industrielle, 28 Rue Saint-Dominique, Paris, France (2v:Ja,Jl v41-42;i-r)

Civil Eng—Civil Engineering. $5; single numbers 50c. m American Society of Civil Engineers, 33 W 39th St, New York (1v:Ja v9;i-s)

Coal Age—Coal Age. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v44;i-s)

Comm & Fin—Commerce and Finance. $2.50; single numbers 25c. m Giant Publishing Corp, 95 Broad St, New York
Suspended publication July 24 to October 16, 1937
Temporarily suspended with February 1939 issue

Comm & Fin Chr—Commercial & Financial Chronicle. $18; single numbers 40c. w William B. Dana Co, 25 Spruce St, New York (2v:Ja,Jl v148-149;i-l)
Indexing resumed July 4, 1936

Comm Rep—Commerce Reports. $2.50; single numbers 5c. w U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

Comp Air M—Compressed Air Magazine. $3; single numbers 35c. m Compressed Air Magazine Co, Phillipsburg, New Jersey (1v:Ja v44;i-r)

Concrete—Concrete. $2; mill ed. $3; single numbers 40c. m Concrete Pub. Co, Daily News Plaza, 400 W Madison St, Chicago (1v:Ja v47;i-s)

Consumers' Research Bul (Gen bul ser)—Consumers' Research Bulletin (Not Confidential). $1; single numbers 30c. q Consumers' Research, Inc, Washington, New Jersey (2v:Ja, O v8-9;i-s)

Cornell Eng—Cornell Engineer. $1.50; single numbers 20c. m (except Je-S) Cornell University, Ithaca, N.Y. (2v:Ja,O v4-5;i-none)
Replaces Cornell Civil Engineer and Sibley Journal of Engineering

Credit & Fin Management—Credit and Financial Management. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York (1v:Ja v41;i-s)

Dom Eng—Domestic Engineering. $2; single numbers 25c. m Domestic Engineering Co, 1900 Prairie Av, Chicago (2v:Ja,Jl v153-154; i-none)

Dun's R—Dun's Review. $4; single numbers 35c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v47;i-none)
Formerly Dun & Bradstreet Monthly Review

Dun's Statis R—Dun's Statistical Review. $1; single numbers 10c. m Dun & Bradstreet, Inc, 290 Broadway, New York (1v:Ja v3;i-none)

East Underw—Eastern Underwriter. $3; single numbers 25c. w Eastern Underwriter Co, 94 Fulton St, New York (1v:Ja v40;i-none)

Econ Geol—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co, Prince and Lemon Sts, Lancaster, Pa. (1v: Ja v34;i-s)

Economist—Economist. £2 18s; colonies £3 1s; single numbers 1s. w Economist Newspaper, Ltd, 8 Bouverie St, London, E.C. 4 (4v:Ja, Ap,Jl,O v134-137;i-l)

Edison Elec Inst Bul—Edison Electric Institute Bulletin. $2; single numbers 25c. m Edison Electric Institute, 420 Lexington Av, New York (1v:Ja v7;i-r)
Began publication April, 1933 as successor to N E L A Bulletin

Elec Eng—Electrical Engineering. $12; single numbers $1.50. m American Institute of Electrical Engineers, 33 W 39th St, New York (1v:Ja v58;i-s)

Elec J—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 530 Fernando St, Pittsburgh, Pa.
Discontinued with the March 1939 issue

Elec R (Lond)—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w Electrical Review, Dorset House, Stamford St, London, S.E. 1 (2v:Ja,Jl v124-125;i-r)

Elec W—Electrical World. $5; single numbers 25c. bi-w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v111-112;i-s)
Changed to a bi-weekly beginning September 1, 1934
Beginning January 11 a News Issue is published bi-weekly alternating with the regular issues

Elec West—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of California, 68 Post St, San Francisco, Calif. (2v:Ja,Jl v82-83;i-r)

Electrician—Electrician. 30s; single numbers 6d. w Benn Bros, Ltd, Bouverie House, 154 Fleet St, London, E.C. 4 (2v:Ja,Jl v122-123; i-s)

Electrochem Soc Trans—The Electrochemical Society. Transactions. The Electrochemical Society, Columbia University, New York
Formerly American Electrochemical Society
Preprints are indexed

Electronics—Electronics. $5; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v12;i-s)

Eng & Min J—Engineering and Mining Journal. $3; single numbers 50c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v: Ja v140;i-s)

Eng Educ. See J Eng Educ

Eng N—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (2v:Ja,Jl v122-123; i-s)

Engineer—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 28, Essex St, Strand, London, W.C. 2 [with bi-monthly supplement "Metallurgist"] (2v:Ja,Jl v167-168;i-l)

Engineering—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd, 35 and 36, Bedford St, Strand, London, W.C. 2 (2v:Ja,Jl v147-148;i-l)

Exp Wireless. See Wireless Engineer

Explosives Eng—The Explosives Engineer. $1; single numbers 15c. m Explosives Engineer, 926 Delaware Trust Bldg, Wilmington, Delaware (1v:Ja v17;i-s)

Factory Management—Factory Management and Maintenance. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v97;i-r)

Fed Res Bul—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Board of Governors of the Federal Reserve System, Constitution Av at 20th St, Washington, D.C. (1v:Ja v25;i-s)

Food Ind—Food Industries. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v11;i-s)

Fortune—Fortune. $10; single numbers $1. m Time, Inc, 330 E 22d St, Chicago (2v:Ja,Jl v19-20;i-r)

Foundry—Foundry. $2; single numbers 25c. m Penton Pub. Co, Penton Bldg, Cleveland, O. (1v:Ja v67;i-r)

Franklin Inst J—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, Benjamin Franklin Parkway at 20th St, Philadelphia (2v:Ja,Jl v227-228;i-s)

Gas Age—Gas Age combining Natural Gas, Gas Age, Gas Record. $3; single numbers 25c. bi-w Robbins Pub. Co, Inc, 9 E 38th St, New York (2v:Ja,Jl v83-84;i-l)
Acquired Natural Gas Magazine March 14, 1936
Changed from weekly to bi-weekly January 7, 1937

Gas J (Lond)—Gas Journal. 35s; single numbers 1s. w Walter King, Ltd, 11 Bolt Court, Fleet St, London, E.C. 4 (4v:Ja,Ap,Jl,O v225-228; i-s)

Gen Elec R—General Electric Review. $3; single numbers 30c. m General Electric Co, Schenectady, N.Y. (1v:Ja v42;i-l)

Génie Civil—Le Génie Civil. 280 fr; single numbers 5 fr. w Génie Civil, 5 Rue Jules-Lefebvre, Paris (9e), France (2v:Ja,Jl v114-115;i-l)

Geol Soc Bul—Bulletin of the Geological Society of America. $10. m Geological Society of America, Charles P. Berkey, sec, 419 W 117th St, New York (1v:Ja v50;i-s)

Glass Ind—Glass Industry. $3; single numbers 25c. m Ogden-Watney Publishers, Inc, 11 W 42d St, New York (1v:Ja v20;i-s)

Harvard Business R—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co, Inc, 330 W 42d St, New York (2v:Ja,S v17-18;i-s)

Heat & Ven—Heating and Ventilating. $2; single numbers 30c. m Industrial Press, 148 Lafayette St, New York (1v:Ja v36;i-r)

Heating-Piping—Heating, Piping and Air Conditioning. $2; single numbers 25c. m Keeney Pub. Co, 6 N Michigan Av, Chicago (1v:Ja v11;i-s)
Includes American Society of Heating and Ventilating Engineers Journal section

Ill U Eng Exp Sta Bul—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill, Urbana

Ill U Eng Exp Sta Circ—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill, Urbana

Illum Eng Soc Trans—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Ag and O) Illuminating Engineering Society, 51 Madison Av, New York (1v:Ja v34;i-l)
Name changed to Illuminating Engineering beginning January 1940

Illum Engr. See Light & Lighting

Ind & Eng Chem—Industrial and Engineering Chemistry Industrial Edition. single numbers 75c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v31;i-s)
With Analytical edition $4

Ind & Eng Chem Anal ed—Industrial and Engineering Chemistry Analytical Edition. single numbers 50c. m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v11;i-s)
Changed to monthly January 15, 1937

Ind & Eng Chem News ed—Industrial and Engineering Chemistry News Edition. $2; single numbers 15c. s-m American Chemical Society, Charles L. Parsons, sec, Mills Bldg, 1709 G St, N.W, Washington, D.C. (1v:Ja v17;i-s)

Ind Stand—Industrial Standardization and Commercial Standards Monthly. $4; single numbers 35c. m American Standards Association, 29 W 39th St, New York (1v:Ja v10;i-l)

Index—Index. q New York Trust Company, 100 Broadway, New York (1v:[Mr] v19;i-l)
Changed to a quarterly beginning February, 1938

India Rubber W—India Rubber World. $3; single numbers 35c. m Bill Brothers Publishing Corporation, 420 Lexington Av, New York (3v:Ja,Ap,O v99-101;i-l)

Inland Ptr—Inland Printer. $4; single numbers 40c. m Inland Printer Co, 309 W Jackson Blvd, Chicago (3v:Ja,Ap,O v102-104;i-none)

Ins Field (Fire ed)—Insurance Field (Fire and Casualty Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky. (1v:Ja v68;i-none)

Ins Field (Life ed)—Insurance Field (Life Edition). $3; single numbers 15c. w Insurance Field Co, Inc, 322 West Liberty St, (P. O. Box 1164) Louisville, Ky. (1v:Ja v68;i-none)

Inst Chem Eng Trans—Transactions of the Institution of Chemical Engineers. annual Institution of Chemical Engineers, 56 Victoria St, Westminster, London, S.W. 1 (1v:v16 1938)
Indexing began with volume 9, 1931

Inst E E J—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1; Chemical Pub. Co. of New York, 148 Lafayette St, New York (2v:Ja, Jl v84-85;i-l)

Inst Mech Eng J & Proc—Institution of Mechanical Engineers. Journal and Proceedings. Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1 (Pub Mr,Ap,My,Je,S,O v141; N,D v142;i-none)

Inst Mech Eng Proc—Institution of Mechanical Engineers. Proceedings. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1
Beginning March, 1939, published as Institution of Mechanical Engineers. Journal and Proceedings

Inst Pet J—Journal of the Institute of Petroleum. single numbers 7s 6d. m Institute of Petroleum, % Univ. of Birmingham, Edgbaston, Birmingham, 15 (1v:Ja v25;i-s)
Formerly Journal of the Institution of Petroleum Technologists

Inst Pet Tech J—Journal of the Institution of Petroleum Technologists. single numbers 7s 6d. m Institute of Petroleum, The Adelphi, London, W.C. 2
Name changed to Journal of the Institute of Petroleum, January, 1939

Inst Radio Eng Proc—Proceedings of the Institute of Radio Engineers. $10; single numbers $1. m Institute of Radio Engineers, Inc, 330 W 42d St, New York (1v:Ja v27;i-s)

Int Labour R—International Labour Review. $6; single numbers 60c. m International Labour Office, 734 Jackson Pl, Washington, D.C. (2v:Ja,Jl v39-40;i-l)

Inv Banking—Investment Banking. irr Investment Bankers Association of America, 33 S Clark St, Chicago (2v:Ja,N v9-10;i-none)

Iron Age—Iron Age. $6; single numbers 25c. w Chilton Co, Chestnut & 56th Sts, Philadelphia; 239 W 39th St, New York (2v:Ja,Jl v143-144;i-r)

Iron & Steel Inst J—Journal of the Iron and Steel Institute. s-annual Iron and Steel Institute, 4, Grosvenor Gardens, London, S. W. 1 (2v:v137-138,1938,nos1-2)

J Account—Journal of Accountancy. $4; single numbers 35c. m American Institute Pub. Co, Inc, 13 E 41st St, New York (2v:Ja,Jl v67-68; i-s)

J Business—Journal of Business of the University of Chicago. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago (1v:Ja v12;i-s)

J Chem Educ—Journal of Chemical Education. $3; single numbers 50c. m Journal of Chemical Education, 20th and Northampton Sts, Easton, Pa. (1v:Ja v16;i-s)

J Eng Educ—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) Society for the Promotion of Engineering Education, F. L. Bishop, Sec, University of Pittsburgh, Pittsburgh, Pa. (2v:Ja,S v29-30; i-s)

J Fr Inst—See Franklin Inst J

J Ind & Eng Chem—See Ind & Eng Chem

J Ind Hygiene—The Journal of Industrial Hygiene and Toxicology. $6; single numbers 75c. m (except Jl and Ag) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md. (1v:Ja v21;i-s)

J Land & Pub Util Econ—Journal of Land and Public Utility Economics. $5; single numbers $1.25. q Northwestern University, 337 E. Chicago Av, Chicago (1v:F v15;i-s)

J Phys Chem—The Journal of Physical Chemistry. $10; single numbers $1.50. m (except Jl, Ag, S) Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore, Md. (1v:Ja v43;i-s)

J Research Nat Bur Stand—Journal of Research of the National Bureau of Standards. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D. C. (2v:Ja,Jl v22-23;i-l)

Light & Lighting—Light and Lighting. 10s 6d; single numbers 9d. m Light and Lighting, 32 Victoria St, London, S.W.1 (1v:Ja v32;i-s)
Formerly Illuminating Engineer. Name changed January, 1936

Locomotive—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co, 56 Prospect St, Hartford, Conn. (1v:Ja v42;i-none)

Mach—Machinery. $3; single numbers 35c. m Industrial Press, 148 Lafayette St, New York (2v:Ja,S v45-46;i-l)

Mag of Wall St—Magazine of Wall Street and Business Analyst. $7.50; single numbers 35c. bi-w Ticker Pub. Co, Inc, 90 Broad St, New York (3v:Ja,Ap,O v63-65;i-s)
Extra number, Manual of Magazine of Wall Street published annually in March

Management R—Management Review. $5; single numbers 50c. m American Management Association, 330 W 42d St, New York (1v:Ja v28;i-none)
Formerly American Management Review

Manuf Rec—Manufacturers Record. $2; single numbers 25c. m Manufacturers Record Publishing Co, Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md. (1v:Ja v108;i-none)

Marine Eng—Marine Engineering and Shipping Review. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v44;i-r)
Acquired Marine Review and name changed to Marine Engineering and Shipping Review, November 1935

Mass Transportation—Mass Transportation. $1.50; single numbers 25c. m Kenfield-Davis Pub. Co, 431 S. Dearborn St, Chicago (1v:Ja v35;i-s)
Formerly Electric Traction and Bus Journal

Mech Eng—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York (1v:Ja v61;i-r)

Mech Handling—Mechanical Handling and Conveying. 12s; single numbers 1s. m Louis Cassier Co, Ltd, 22, Henrietta St, Covent Garden, London, W.C. (1v:Ja v26;i-l)

Metal Ind—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co, Inc, 116 John St, New York (1v:Ja v37;i-s)
Merged with Platers' Guide, August, 1936

Metal Prog—Metal Progress. $5; single numbers $1. m American Society for Metals, 7016 Euclid Av, Cleveland, O. (2v:Ja,Jl v35-36;i-l)

Metals & Alloys—Metals and Alloys. $2; single numbers 25c. m Reinhold Pub. Corp, 330 W 42d St, New York (1v:Ja v10;i-s)

Min & Met—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, Inc, 29 W 39th St, New York (1v:Ja v20;i-l)

Min Cong J—Mining Congress Journal. $2; single numbers 20c. m American Mining Congress, 309 Munsey Bldg, Washington, D.C. (1v:Ja v25;i-none)

Mo U Sch Mines & Met Bul tech ser—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo, Rolla

Mod Plastics—Modern Plastics. $5; single numbers 50c. m Breskin Pub. Corp, 122 E 42d St, New York (2v:Ja,S v16-17;i-l)
Formerly Plastic Products

Monthly Labor R—Monthly Labor Review. $3.50; single numbers 30c. m Superintendent of Documents, Washington, D.C. (2v:Ja,Jl v48-49;i-l)
Free to labor departments and bureaus and other offices connected with the administration of labor laws

N A C A Bul—N.A.C.A. Bulletin. s-m National Association of Cost Accountants, 385 Madison Av, New York (2v:Ja,S v20-21;i-l)
Distributed regularly only to members of the Association

N E Water Works Assn J—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 613 Statler Bldg, Boston (1v:Mr v53;i-s)

Nat City Bank—National City Bank of New York. m 55 Wall St, New York

Nat Pet N—National Petroleum News. $3; single numbers 10c. w National Petroleum Pub. Co, 1213 W 3d St, Cleveland, O. (1v:Ja v31;i-none)

Nat Research Council Bul—National Research Council Bulletin. irr National Research Council, Publication office, Washington, D.C.
Individual numbers variously priced. Price-list sent on request

Nat Safety N—National Safety News. $4; single numbers 40c. m National Safety Council, Inc, 20 N Wacker Drive, Chicago (2v:Ja,Jl v39-40;i-r)

Nat Underw—National Underwriter. $4; single numbers 20c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v43;i-none)
Extra number (Auto Ins no) published in April

Nat Underw (Life ed)—National Underwriter Life Insurance Edition. $3; single numbers 15c. w National Underwriter Co, 175 W Jackson Blvd, Chicago (1v:Ja v43;i-none)
Extra number, American Life convention issue, published October 7

Nation's Business—Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, 1615 H St, N.W, Washington, D.C. (1v:Ja v27;i-r)

N Y Pub Lib Bul—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York (1v:Ja v43;i-s)
Bibliographies of interest to special libraries are indexed

New England Water Works Assn. See N E Water Works Assn J

Oil & Gas J—Oil and Gas Journal. $6; single numbers 20c. w Petroleum Pub. Co, 211 South Cheyenne Av, Tulsa, Oklahoma (2v:Ja,My v37-38;i-s)

Oil Paint & Drug Rep—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Pub. Co, Inc, 59 John St, New York (2v:Ja,Jl v135-136;i-r)

Opt Soc Am J—Journal of the Optical Society of America. $6; single numbers 60c. m American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v29;i-s)

Paper Tr J—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co, Inc, 15 W 47th St, New York (2v:Ja,Jl v108-109;i-s)

Personnel J—Personnel Journal. $5; single numbers 75c. m (except Jl and Ag) Personnel Research Federation, 60 E 42d St, New York (2v:Ja,My v17-18;i-s)

Phys R—The Physical Review. Second Series. $15; single numbers 75c. s-m American Institute of Physics, Inc, 175 Fifth Av, New York (2v:Ja,Jl v55-56;i-s)

Plastic Prod—Plastic Products. See Modern Plastics

Power—Power. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v83;i-r)
Extra number published in Mid-December

Power Pl Eng—Power Plant Engineering. $2; single numbers 25c. m Technical Pub. Co, 53 West Jackson Blvd, Chicago (1v:Ja v43;i-r)

Ptg Art—Printing Art. $10 for six issues; single numbers $2. Dartnell Corp, 4660 Ravenswood Av, Chicago (1v:Ap v68;i-none)
Formerly Printing Art Quarterly

Ptr Ink—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (4v:Ja,Ap,Jl,O v186-189;i-none)

Ptr Ink Mo—Printers' Ink Monthly. $2; single numbers 25c. m Printers' Ink Pub. Co, Inc, 185 Madison Av, New York (2v:Ja,Jl v58-59;i-none)

Pub Health Rep—Public Health Reports. $2.50; single numbers 5c. w Superintendent of Documents, Washington, D.C. (1v:Ja v54;i-r)
Distributed gratuitously to state and municipal health officers, etc., by the Surgeon general of the United States public health service, Washington, D.C.

Pub Roads—Public Roads. $1; single numbers 10c. m Superintendent of Documents, Washington, D.C. (2v:Ja,Mr v19-20;i-r)

Pub Util—Public Utilities Fortnightly. $15; single numbers 75c. bi-w Public Utilities Reports, Inc, Munsey Bldg, Washington, D.C. (2v:Ja,Jl v23-24;i-s)

Pub Works—Public Works. $3; single numbers 35c. m Public Works Journal Corp, 310 E 45th St, New York (1v:Ja v70;i-r)

Pulp & Pa of Can—Pulp and Paper Magazine of Canada. $5; single numbers 50c. m National Business Publications, ltd, Gardenvale, Que. (1v:Ja v40;i-s)
Extra convention number published in February

R Econ Statis—Review of Economic Statistics. $5. q Harvard University Press, Cambridge, Mass. (1v:F v21;i-r)

R Sci Instr—Review of Scientific Instruments. $3; single numbers 50c. m American Institute of Physics, 175 Fifth Av, New York (1v:Ja v10;i-s)
$1.50 to members of the Founder Societies of the Institute

Radio N—Radio News. $1.50; single numbers 25c. m Ziff-Davis Pub. Co, 608 S. Dearborn St, Chicago (2v:Ja,Jl v21-22;i-s)

Rayon—Rayon Textile Monthly. $5; single numbers 50c. m Rayon Pub. Corp, 303 Fifth Av, New York (1v:Ja v20;i-s)
Formerly Rayon and Melliand Textile Monthly

Ref Shelf—The Reference Shelf. irr The H. W. Wilson Co, 958 University Av, New York

Refrig Eng—Refrigerating Engineering. $3; single numbers 35c. m American Society of Refrigerating Engineers, 37 W 39th St, New York (2v:Ja,Jl v37-38;i-s)

Roads & Sts—Roads and Streets. $3. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v82;i-r)

Rock Prod—Rock Products. $2; single numbers 25c. m Tradepress Pub. Corp, 309 W Jackson Blvd, Chicago (1v:Ja v42;i-none)

Roy Aeronautical Soc J—Journal of the Royal Aeronautical Society. £3 3s; single numbers 5s 3d. m Royal Aeronautical Society, 4 Hamilton Place, London, W. 1 (1v:Ja v43;i-s)

Rs Mod Phys—Reviews of Modern Physics. $4; single numbers $1.20. q American Institute of Physics, Inc, 175 Fifth Av, New York (1v:Ja v11;i-s)

Rubber Age—Rubber Age. $2; single numbers 25c. m Palmerton Pub. Co, Inc, 250 W 57th St, New York (2v:Ja,Ap v44-45;i-s)

Ry Age—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co, 30 Church St, New York (2v:Ja,Jl v106-107;i-r)

Ry Mech Eng—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co, 30 Church St, New York (1v:Ja v113;i-r)

S A E J—S.A.E. Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc, 29 W 39th St, New York (2v:Ja,Jl v44-45;i-s)

Safety Eng—Safety Engineering. $3; single numbers 25c. m Safety Engineering, 75 Fulton St, New York (2v:Ja,Jl v77-78;i-s)

Sales Management—Sales Management. $4; single numbers 20c. s-m Sales Management, Inc, 420 Lexington Av, New York (2v:Ja,Jl v44-45;i-none)
Published semi-monthly beginning May 1, 1932 except in April and October when it is published three times a month

Sci Am—Scientific American. $4; single numbers 35c. m Munn & Co, Inc, 24 W 40th St, New York (2v:Ja,Jl v160-61;i-s)

Science—Science. $6; single numbers 15c. w Science Press, Grand Central Terminal, New York (2v:Ja,Jl v89-90;i-s)

Sheet Metal Worker—Sheet Metal Worker. $2; single numbers 25c. m Edwin A. Scott Pub. Co, Inc, 45 W 45th St, New York (1v:Ja v30;i-s)

Sibley J. See Cornell Eng

Soc Chem Ind J—Journal of the Society of Chemical Industry. £4 4s. m Society of Chemical Industry, Clifton House, Euston Rd, London, N.W.1 (1v:Ja v58;i-r)
In two separately paged sections; Transactions and British Chemical Abstracts
Price includes Chemistry & Industry formerly a section of the Journal

Soc Dyers & Col J—Journal of the Society of Dyers and Colourists. 60s; single numbers 5s. m Society of Dyers and Colourists, Ocean Chambers, 32-34 Piccadilly, Bradford, Yorkshire, England (1v:Ja v55;i-l)

Soc for Advan of Management J—Society for the Advancement of Management Journal. $6. bi-m Society for the Advancement of Management, 29 W 39th St, New York (1v:Ja v4;i-none)
Name changed to Advanced Management, Fall 1939, and published quarterly

Soc Ing Civils Mémoires—Mémoires de la Société des Ingénieurs Civils de France. 200 fr. bi-m Hotel de La Société, 19, Rue Blanche, Paris, France (9e) (1v:Ja v91)

Special Lib—Special Libraries. $5; single numbers 50c. m (S-Ap) bi-m (My-Ag) Special Libraries Association, 31 E 10th St, New York (1v:Ja v30;i-l)

Special Lib Assn Proc—Proceedings, Annual Conference. pa $2; to members $1. Special Libraries Association, 31 E 10th St, New York

Spectator (Life ed)—Spectator; American Review of Life Insurance. $2; with Property ed $3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v142-143;i-r)
Changed from weekly to bi-weekly July 11, 1935, v 135, no 1

Spectator (Property ed)—Spectator; Property Insurance Review. $2; with Life ed $3; single numbers 25c. bi-w Chilton Co, Chestnut & 56th Sts, Philadelphia (2v:Ja,Jl v4-5;i-r)
Began publication July 4, 1935, v 1, no 1

Stahl & Eisen—Stahl und Eisen. RM 40; single numbers RM 1.50 w Verlag Stahleisen, m.b.H, Düsseldorf, Germany (1v:Ja v59;i-s)

Steel—Steel. $4; single numbers 25c. w Penton Pub. Co, Penton Bldg, Cleveland, O. (2v:Ja,Jl v104-105;i-r)

Survey of Cur Business—Survey of Current Business. U. S. Bureau of Foreign and Domestic Commerce, Division of Business Review. $2; single numbers 15c. m Superintendent of Documents, Washington, D.C. (1v:Ja v19;i-none)
Advance leaflets [5c] are distributed every week to subscribers in the United States. The leaflets are usually mailed on Thursdays and give such information as has been received during the preceding week
Regularly recurring statistics indexed from August issue because of numerous revisions and additions

Survey of Cur Business 1938 Sup. U.S. Bureau of Foreign and Domestic Commerce, Division of Business Review; 40c. Superintendent of Documents, Washington, D.C.
Indexed in 1938 annual. Published every two years

System—System and Business Management. See American Business

Textile Col—Textile Colorist. $5. m Textile Colorist, Inc, 233 Broadway, New York (1v:Ja v61;i-s)

Textile Inst J—Journal of the Textile Institute. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester 3, England (1v:Ja v30;i-l)

Textile World—Textile World. $1.50; single numbers 25c. m McGraw-Hill Pub. Co, Inc, Bragdon, Lord & Nagle Division, 330 W 42d St, New York (1v:Ja v89;i-l)
Extra annual review number published in February

Transit J—Transit Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co, Inc, 330 W 42d St, New York (1v:Ja v83;i-l)
Extra convention number published August 4
Formerly Electric Railway Journal

Trust Companies—Trust Companies. $5; single numbers 60c. m Fiduciary Publishers, Inc, 2 Rector St, New York
Name changed to Trusts and Estates, January, 1939

Trusts & Estates—Trusts and Estates. $5; single numbers 60c. m Fiduciary Publishers, 50 E 42d St, New York (2v:Ja,Jl v68-69;i-none)

U S Agric—Publications. U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.
Selected contributions from the Bureau of Chemistry, Forest Service and Public Roads Bureau and other publications on technical subjects are indexed

U S Bur For & Dom Com Domestic Commerce
* Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Information
* Bul—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur For & Dom Com Trade Promotion
* Ser—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

U S Bur Labor Statistics Bul—United States. Bureau of Labor Statistics. Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

U S Bur Mines Bul—United States. Bureau of
† Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Information Circ—United States.
† Bureau of Mines. Information Circular. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Rep of Invest—United States.
† Bureau of Mines. Reports of Investigations. U.S. Bureau of Mines, Washington, D.C.

U S Bur Mines Tech Pa—United States. Bu-
† reau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

U S Geol S Bul—United States Geological Survey. Bulletin. U.S. Geological Survey, Washington, D.C.

U S Geol S Professional Pa—United States Geological Survey. Professional Paper. U.S. Geological Survey, Washington, D.C.

U S Nat Advisory Com for Aeronautics—United States National Advisory Committee for Aeronautics, Washington, D.C. Annual reports.
(Twenty-fourth annual report, 1938, including Technical reports nos. 612-644)

U S Nat Bur Satnd—United States National
‡ Bureau of Standards. Circular. U.S. National Bureau of Standards, Washington, D.C.

U S Women's Bur Bul—United States. Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

V D I—Zeitschrift des Vereines Deutscher Ingenieure. RM 42; single numbers RM 1.75 w VDI-Verlag G. m. b. H, Dorotheenstr. 40, Berlin NW 7, Germany (1v:Ja v83;i-s)

W Soc E J—Journal of the Western Society of Engineers. $3; single numbers 75c. bi-m Western Society of Engineers, 205 W Wacker Drive, Chicago (1v:Ja v44;i-s)

Water Works & Sewerage—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co, 330 So. Wells St, Chicago (1v:Ja v86; i-s)

Weekly Underw—Weekly Underwriter. $5; single numbers 25c. w Underwriter Printing and Publishing Co, 80 Maiden Lane, New York (2v:Ja,Jl v140-141;i-l)

Western Soc of Eng J. See W Soc E J

Wireless Eng—Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd, Dorset House, Stamford St, London, S.E. 1 (1v:Ja v16;i-s)
Formerly Experimental Wireless and The Wireless Engineer

Wis U Eng Exp Sta Bul—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. Irr Univ. of Wis, Madison

Zeit Ver Deutsch Ing—See V D I

* The free distribution of publications of the Bureau of Foreign and Domestic Commerce is confined almost entirely to government officers, educational institutions, libraries, the press, and commercial organizations. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

† United States Bureau of Mines Publications for sale by Superintendent of Documents, Government Printing Office, Washington, D.C. Reports of Investigations and Information Circulars distributed by Bureau.

‡ The official (free) distribution of publications of the Bureau is limited to government offices, public libraries, educational institutions, scientific societies, and cooperating experts. Others may purchase them from the Superintendent of Documents, Government Printing Office, Washington, D.C.

Key to General Abbreviations

+	continued on later pages of the issue	Je	June
abr	abridged	Jl	July
Ag	August	Mr	March
Ap	April	My	May
arch	architect	n s	new series
bibliog	bibliography	N	November
comp	compiled or compiler	no	number
cond	condensed	O	October
cont	continued	p	page
D	December	pl	plate
diag	diagram	por	portrait
ed	edited or edition or editor	pseud	pseudonym
F	February	pt	part
i	index	rev	revised
il	illustrations	S	September
inc	incorporated	sup	supplement
Ja	January	tr	translated or translation or translator
		v	volume

Sample entry: Budgeting to cut unit costs; Talon, incorporated. P. K. Poulton and P. H. Goldsmith. Factory Management 97:48-52+ O '39

Explanation: An article with the title given above will be found in Factory Management, volume 97, pages 48 to 52 (continued on later pages of the same issue) the October 1939 number.

Abbreviations of Publishers' Names Used in Book Titles

A.I.M.E. American Institute of Mining and Metallurgical Engineers, 29 W 39th St, N.Y.
Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3457 Walnut St, Philadelphia
Am. Book Co. American Book Company, 88 Lexington Av, N.Y.
Appleton-Century. D. Appleton-Century Co, Inc, 35 W32d St, N.Y.

Baird. H. C. Baird & Co, 2 W 45th St, N.Y.
Blakiston. The Blakiston Company, 1012 Walnut St, Philadelphia
Blue Ribbon Books, Inc, 14 W 49th St, N.Y.
Bobbs. Bobbs-Merrill Co, 724 N Meridian St, Indianapolis; 468 4th Av, N.Y.
Bruce Pub. Bruce Publishing Company, 524-544 N Milwaukee St, Milwaukee, Wis; 330 W 42d St, N.Y.

Callaghan. Callaghan & Co, 401 E Ohio St, Chicago
Carnegie Endowment. Carnegie Endowment for International Peace, 700 Jackson Pl, NW, Washington, D.C.
Carswell Co, Ltd, 145-149 Adelaide St, W, Toronto, 2
Century Co. See Appleton-Century
Chemical Catalog Co. See Reinhold Pub. Corp.
Chemical Pub. Co, 148 Lafayette St, N.Y.
Columbia Univ. Press, 2960 Broadway, N.Y. American Agent for the Publications of the League of Nations
Commerce Clearing House. Commerce Clearing House, Inc, Loose Leaf Service Division of The Corporation Trust Company, 205 W Monroe St, Chicago; 350 5th Av, N.Y.
Covici. Covici Friede, Inc, 435 E 24th St, N.Y.
Crofts. F. S. Crofts & Co, 41 Union Sq, W, N.Y.
Crowell. T. Y. Crowell Company, 432 4th Av, N.Y.

Davis. F. A. Davis Company, 1914-1916 Cherry St, Philadelphia
Day. John Day Co, Inc, 2 W 45th St, N.Y. Publications handled and sold by Reynal & Hitchcock, Inc, 386 4th Av, N.Y.
Dodd. Dodd, Mead & Co, 449 4th Av, N.Y.
Doubleday. Doubleday, Doran & Co, 14 W 49th St, N.Y.
Drake. Frederick J. Drake & Co, 179 N Michigan Av, Chicago
Dutton. E. P. Dutton & Co, 286-302 4th Av, N.Y.

Engineers Book Shop, 168 E 46th St, New York

Farrar. Farrar & Rinehart, Inc, 232 Madison Av, N.Y.

Ginn. Ginn & Co, (Educational text-bks.) 15 Ashburton Place, Boston; 2301-2311 Prairie Av, Chicago; 70 5th Av, N.Y.
Gregg. Gregg Publishing Company, 270 Madison Av, N.Y; 6 N Michigan Av, Chicago

Harcourt. Harcourt, Brace & Co, 383 Madison Av, N.Y.
Harper. Harper & Brothers, 49 E 33d St, N.Y.
Harvard Univ. Press, Randall Hall, Cambridge, Mass.
Heath. D. C. Heath & Co, 285 Columbus Av, Boston; 180 Varick St, N.Y; 1815 Prairie Av, Chicago
Henley. Norman W. Henley Pub. Co, Putnam Bldg, 2 W 45th St, N.Y.
Holt. Henry Holt & Co, 257 4th Av, N.Y; 2626 Prairie Av, Chicago
Houghton. Houghton, Mifflin Co, 2 Park St, Boston; 432 4th Av, N.Y; 2500 Prairie Av, Chicago; 500 Howard St, San Francisco

Int. Labor Office. International Labor Office, 734 Jackson Pl, NW, Washington, D.C.

Knopf. Alfred A. Knopf, 501 Madison Av, N.Y.

Lippincott. J. B. Lippincott Co, 227-231 S 6th St, Philadelphia
Little. Little, Brown & Co, 34 Beacon St, Boston
Liveright. Liveright Pub. Corp, 386 4th Av, N.Y.
Longmans. Longmans, Green & Co, 114 5th Av, N.Y.

McGraw-Hill. McGraw-Hill Bk. Co, Inc, 330 W 42d St, N.Y.
Macmillan. The Macmillan Co, 60 5th Av, N.Y.
Manual Arts Press, 237 N Monroe St, Peoria, Ill.
Morrow. William Morrow & Co, Inc, 386 4th Av, N.Y.

Nat. Bur. Econ. Research. National Bureau of Economic Research, Inc, 1819 Broadway, N.Y.
Nat. Ind. Conf. Bd. National Industrial Conference Board, Inc, 247 Park Av, N.Y.
National Research Council, 2101 Constitution Av, NW, Washington, D.C.
Nelson. Thomas Nelson & Sons, 385 Madison Av, N.Y.
Norton. W. W. Norton & Company, Inc, 70 5th Av, N.Y.

Oxford. Oxford University Press, 114 5th Av, N.Y.; 480-486 University Av, Toronto, 2; (Clarendon Press, and Humphrey Milford Imprints), Amen House, London, E.C. 4

Penton Pub. Co, 1213 W 3d St, Cleveland, O; 110 E. 42d St, N.Y.
Pitman. Pitman Pub. Corp, 2-6 W 45th St, N.Y.
Prentice-Hall, Inc, 70 5th Av, N.Y.
Princeton Univ. Press, Princeton, N.J.
Putnam. G. P. Putnam's Sons, Putnam Bldg, 2-6 W 45th St, N.Y.

Reinhold Pub. Corp, 330 W 42d St, N.Y.
Revell. Fleming H. Revell Co, 158 5th Av, N.Y.
Ronald Press. Ronald Press Co, 15 E 26th St, N.Y.
Routledge. George Routledge & Sons, Ltd, Broadway House, 68-74 Carter Lane, London, E.C. 4
Ryerson Press, 299 Queen St, W, Toronto, 2

Saunders. W. B. Saunders Co, 218 West Washington Sq, Philadelphia
Scientific Bk. Corp, 15 E 26th St, N.Y.
Scribner. Charles Scribner's Sons, 597 5th Av, N.Y; 320 E 21st St, Chicago
Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St, N.Y.
South-Western Pub. Co. Inc, 201 W 4th St, Cincinnati; 354 4th Av, N.Y.
Special Lib. Assn. Special Libraries Association, 31 E 10th St, N.Y.
Spon. E. & F. N. Spon, Ltd, 57 Haymarket, London, S.W. 1
Stanford Univ. Press, Stanford University, Calif.
Stokes. F. A. Stokes Co, 443-449 4th Av, N.Y.
Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.

Teachers College, Columbia University, 525 W 120th St, N.Y.

Univ. of Chicago Press, 5750 Ellis Av, Chicago

Van Nostrand. D. Van Nostrand Co, 250 4th Av, N.Y.
Viking Press, Inc, 18 E 48th St, N.Y.

West. West Pub. Co, 50 W Kellogg Blvd, St Paul, Minn.; 2 Lafayette St, N.Y.
Wiley. John Wiley & Sons, Inc, 440 4th Av, N.Y.
Williams & Wilkins. The Williams & Wilkins Co, Mt Royal & Guilford Avs, Baltimore
Wilson, H.W. H. W. Wilson Co, 950-972 University Av, N.Y.
Wood. William Wood & Company (Division of the Williams & Wilkins Co) Mt Royal & Guilford Avs, Baltimore
Workers Educ. Bur. Workers Educational Bureau of America, 1440 Broadway, N.Y.
World Peace Foundation, 40 Mt Vernon St, Boston (9)

Yale Univ. Press, 143 Elm St, New Haven, Conn; 386 4th Av, N.Y.

Industrial Arts Index

A Cumulative Index to Engineering, Trade and Business Periodicals

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A & P. See Great Atlantic and Pacific tea company

A. P. W. paper company
Earnings, 1936-39. Comm & Fin Chr 149:2072 S 30 '39

A.R.P. See Great Britain—Air raid precautions department

ABBOTT laboratories
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Eye—Injuries
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Accountants' reports	Financial statements
Accounts receivable	Government accounting
Auditing	Interest
Balance sheets	Inventories
Bank accounting	Municipal accounting
Billing	Obsolescence
Bookkeeping	Operating statements
Budget, Business	Overhead expense
Consolidated statements	Payrolls
Controllers	Profit
Cost accounting	Punched card system
Depletion	Stores systems
Depreciation	Valuation
Dividends	

also subdivision Accounting under special subjects, e.g.

Brokers	Labor cost
Carriers	Motor trucks
Clay products plants	Payrolls
Cleaning industry	Printing offices
Concrete construction	Products, New
Corporations	Public utilities
Electric utilities	Railroads
Export trade	Retail trade
Factories	Sales costs
Flour mills	Textile mills
Glass factories	Trust companies
Hotels	Trusts and trustees
Income tax	Water companies
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More agencies try copy-checking. il Business Week p36-9 Mr 4 '39
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Copy
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Coupons
Coupon replies by mail or telephone? J. Caples. Adv & Sell 32:37-8 Ap '39

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ADVERTISEMENTS—Coupons—*Continued*
How couponed advertising can stimulate retail sales, at least indirectly. V. O. Schwab. Ptr Ink 187:15-16, 85+ My 25 '39
No hook! glaring weakness of much business-paper copy shown in this study. C. B. Larrabee. il Ptr Ink 188:11-13+ Ag 25 '39
To make coupons pull; three tested methods pull orders. V. O. Schwab. il Ptr Ink 188: 23-6+ S 29 '39

Design

Awards in printing design; Society of typographic arts. il Ptr Ink Mo 39:17 Jl '39
Design; a critical view of its function in today's printed advertising. E. G. Jacobson. il Adv & Sell 32:35-7 My '39
Design; the new grammar of advertising. J. T. Mangan. il Ptg Art 68 no 2:37-103 '39
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Elmer Jacobs; contributions to calendars, booklets, house-organs, and other direct-mail advertising. il Inland Ptr 102:66-8 Ja '39
16 sales arguments in one advertisement. W. T. Laing. il Ptr Ink 187:11-14+ Ap 13 '39
STA 12th annual exhibition; design in printing. il Ptg Art 68 no 1:33-42 '39
Sparkling mail pieces; campaign of Saratoga building and land corporation for the Seaside and the Senator hotels in Atlantic City. P. Cameron. il Ptr Ink 186:21-4 F 9 '39

See also
Advertisements—Layout

Door-knob hangers

Hanger holds sample; baker hangs oven-fresh, sample size loaf of its bread on door-knobs. il Inland Ptr 103:24 Jl '39

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Footnotes on headlines. W. J. Weir and H. W. Newton. Ptr Ink 187:65, 68, 71-2 Je 15 '39
Headline stoppers. V. O. Schwab. Ptr Ink 189:17-19 O 27 '39
Profitable fun in headlines. il Ptr Ink Mo 39:41 S '39

Identification

Copy-catting; a study in misidentification of advertisements. J. K. Massey. Ptr Ink 185: 15-18 D 29 '38

Illustrations

See Advertisements, Pictorial

Keying

Match books; analysis of what 42,000,000 keyed match-books brought back in response to free and ten-cent offers; Sun-Maid raisin growers association. G. Gage. il Adv & Sell 32:47-9+ F '39

Layout

American advertising for overseas markets; art and layout. W. T. Gray. il Ptg Art 68 no 2:23-5 '39
Awards for series of advertisements most distinguished by excellence of layout, art, and typography. il Adv & Sell 32:60-2 F 15 '39
Good copy doesn't mean poor layout, and vice versa; 3 examples. il Ptr Ink 188:21-4 S 22 '39
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Layouts and letterheads, by P. Carlyle and G. Oring; text by H. S. Richland. 151p $5 McGraw-Hill '38
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101 roughs; a handbook of advertising layout. D. May. 93p $2.50 Drake '39
Slim campaign; ways to use single columns in newspapers. il Ptr Ink Mo 38:40 Ja '39
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Influence of position and space units on inquiry returns. H. P. Roberts. il Adv & Sell 32:44-6+ Ja '39

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Advertising, Mail—Printing

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Pre-analyzing copy. il Ptr Ink 185:17-23 N 24 '38
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Ten advertisements most productive in 1938 for International correspondence schools. il Adv & Sell 32:48-9 Ja '39
What copy testers' findings can tell the advertiser; most seen and read ads during 1938 and 1934 as cited by two rating services. il Adv & Sell 32:24-7 F '39

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Advertising research

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Advertisement that is never changed; Sherwin Cody school of English. V. O. Schwab. il Ptr Ink Mo 39:10-11, 64-5 S '39
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Advertisements, Small space

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As it's done in Java. il Ptr Ink Mo 38:43-4 Ja '39
Copy clinic; specimens from July *Fortune*. E. B. Smith. Adv & Sell 32:42, 44+ Ag '39

See also
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Coupon replies by mail or telephone? J. Caples. Adv & Sell 32:37-8 Ap '39
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How to escape prowling in blind alleys with picked copy writing elements. W. T. Laing. Ptr Ink 186:15-16, 69-72 F 2 '39
Magic check list; Watkins? Watkins! Watkins /& Watkins formula; satire. M. Watkins. Ptr Ink 187:25-6, 30 Ap 6 '39
More agencies try copy-checking. il Business Week p36-9 Mr 4 '39
Protests on pre-tests; good advertisements are not written to make good in quiz games, but to sell merchandise. K. Collins. Ptr Ink 187:84-7 My 18 '39
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16 sales arguments in one advertisement. W. T. Laing. il Ptr Ink 187:11-14+ Ap 13 '39
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Tests of the *Times*; split-run copy testing in magazine section. Sales Management 44: 74-5 Je 15 '39
This new day in advertising. M. O'Dea. Adv & Sell 32:25 O '39
12 charts on 5,000 rated advertisements based on studies by H. A. Thompson and L. E. Luce. il Adv & Sell 32:32-5 Je '39
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Few remarks on typography. M. Wagman. il Inland Ptr 102:63 Mr '39
I'd wager a good cigar; samples of unattractive art dealers advertisements. B. Wiley. Inland Ptr 103:40 Ag '39
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ADVERTISEMENTS, Humorous
Friendly copy; Oakite consumer campaign. F. A. Conolly. il Ptr Ink 189:21-3 O 13 '39
Humor and good humor in advertising. A. H. Little. il Dun's R 47:25-7+ My '39
Inferiority complex; Guinness advertising. il Adv & Sell 32:39 Jl '39
Is Elsie a trend? A. H. Little. il Ptr Ink 188:13-16+ Jl 28 '39
Line on the limerick. P. H. Erbes, jr. Ptr Ink 185:25, 28-9 D 29 '38
Sculptured vegetables for advertising models; three Western Electric ads. il Adv & Sell 32:42 F '39
Telling the worst. Management R 28:316 S '39

See also
Advertisements, Pictorial—Cartoons
Advertisements, Pictorial—Comic strip

ADVERTISEMENTS, Pictorial
American advertising for overseas markets. W. T. Gray. il Ptg Art 68 no 2:23-6 '39
Art directors' awards. il Ptr Ink Mo 38:16 My '39
Sculptured vegetables for advertising models; three Western Electric ads. il Adv & Sell 32:42 F '39

See also
Advertising characters
Color in advertising
Poster stamps
Posters
Show cards

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Direct mail with a smile on its face; Wailes Dove-Hermiston corporation. J. F. Sorzano. il Ptr Ink Mo 38:47 Ja '39
Seussology; birds, beasts, and creatures of the deep in advertising. il Adv & Sell 32: 42-3 Ap '39

Comic strip

Comic strip advertising is changed to quality, with same basic sales idea; story of Coppus steam turbines. E. Kundig. il Ptr Ink 188:17-20 Jl 21 '39
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From idea to finished drawing with Merlin. il Ptg Art 68 no 2:12-13 '39
Line drawings for industrial advertising; meeting the demand for sales and service literature at controlled cost. R. Eagan. il Ptr Ink Mo 38:15-16 Je '39
Woodcut here again; recent newspaper advertisements. il Ptr Ink 188:17-19 Jl 14 '39

Exhibitions

Advertising art, 1939; 18th annual exhibition, New York. il Adv & Sell 32:48-56 Ap '39
17th Art directors annual of advertising art. 173p $5 Longmans '39

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All year club of southern California advertising; photographs. Adv & Sell 31:40-40D D '38
Camera in advertising and industry. W. G. Briggs. 117p 54pls $4 Pitman '39
Camera lens on tough jobs; field pictures of Caterpillar tractors. Adv & Sell 32:28a-28d S '39
Cropping with the camera. G. C. Aymar. il Adv & Sell 32:24a-24d N '39
It pays to show how your product is made; Chatham manufacturing company, Cluett-Peabody, and Standard Register picture books. E. Whitmore. il Am Business 9:22-4 Ja '39
Photograms. Adv & Sell 32:26-7 O '39
Photography for commerce. C. G. Holme, ed. 15p, 147pls $3 Studio publications, New York '39
Shadows and light; photographs from Corning glass works campaign. il Adv & Sell 32:40a-40d Je '39
Vacation mood in pictures; Canadian Pacific cruise advertising. Adv & Sell 32:40a-40d Jl '39
Writing industrial copy with a camera; Ohio brass company advertises overhead trolley equipment. M. K. Leggett. il Ptr Ink Mo 39:13-14+ O '39

Point-of-sale tie-in

Integrating displays with other parts of the campaign. il Ptr Ink Mo 39:14-15 N '39

Portraits

Are you getting men or women readers? R. Manville. Adv & Sell 32:29+ S '39
Photograph releases; a Printers' Ink Monthly special study. il Ptr Ink Mo 38:19-21+ F '39

Santa Claus

Santa Claus junior. il Ptr Ink 185:18 D 8 '38

X ray photographs

Inside story. il Adv & Sell 32:29 Jl '39

ADVERTISEMENTS, Small size
Newspaper needs layout man; small-space copy that goes directly to newspaper composing room. L. Church. il Inland Ptr 102:50 F '39

ADVERTISERS
Eight years of account turnover; analysis of agency changes of the 150 largest advertisers. R. I. Elliott. Adv & Sell 32:17-18 N '39
What factors influence the placing of an advertising account? J. A. Murphy. Sales Management 44:18-20+ Mr 1; 25-6+ Mr 15 '39

ADVERTISING
Advertising; brief survey and current status. Index 19 no 1:15-21 [Mr] '39
Advertising is a two-dimensional product. V. D. Beatty. Ptr Ink 186:6 F 23 '39
Advertising media and markets. B. Duffy. 437p $5 Prentice-Hall '39
Advertising meets war and survives. C. Crow. il Ptr Ink 187:11-15+ Ap 6 '39
Advertising theory and practice. C. H. Sandage. rev ed 747p $4 Business publications, Chicago '39
Advertising's 7 critics; character sketches of the most typical fault finders. E. Peterson. Ptr Ink 188:49, 52+ Ag 18 '39
After hours, value of advertising. W. Wheelock. Ptr Ink 186:6 Ja 5 '39
British adman looks at war. C. W. Stokes. il Adv & Sell 32:39-40 F '39
Consumer has her day; women's advertising club of Chicago gives all-day program. Ptr Ink 186:92-4 F 9 '39
Design; the new grammar of advertising. J. T. Mangan. il Ptg Art 68 no 2:37-103 '39
Hardboiled! practical merchandiser forces advertising to prove its worth; based on interview by E. Peterson with A. J. Newman. Ptr Ink 186:9-14 F 2 '39
It's often original to be obvious; advertising must sell. H. T. Ewald. Adv & Sell 32:28 S '39
Mr Bradbury's ice box. Ptr Ink 187:6 Je 15 '39; Discussion. 187:12 Je 22 '39
Monk's counsel to advertisers; Balthasar Garcian. R. Arnold. il Adv & Sell 32:81-2 F 15 '39

ADVERTISING—*Continued*

1938 recession provides yardstick for measuring power of advertising; pictograph. Sales Management 44:33 Mr 15 '39

O'Mahoney disowns Arnold advertising attack as committee agenda. Ptr Ink 185:11-12+ N 24 '38

Profitable showmanship. K. Goode and Z. Kaufman. 180p $2.75 Prentice-Hall '39

Reciprocity; puts brakes on advertising and kills sales initiative. C. B. Larrabee. Ptr Ink 189:36, 38+ O 27 '39

Selling men's apparel through advertising. M. M. Lebensburger. 310p $3 McGraw-Hill '39

Should advertising be afraid of the consumer movement? consumers in ten cities vote on whether advertising adds to costs. il Sales Management 45:18-20+ S 1 '39

Showmanship in business. K. Goode and Z. Kaufman. rev ed 226p $2.75 Harper '39

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Truth about advertising. Business Week p51 Je 17 '39

Weather and other factors affecting results from advertising; an 11-year study of U.S. weather reports, balanced against more than 57,000 inquiries. V. O. Schwab. Ptr Ink 188:15-16+ Jl 14 '39

What advertising is, what it has done, what it can do now. Ptr Ink 186:11-20 Ja 12 '39

What is advertising? no. 78 of a series: A preface to advertising. M. O'Dea. Ptr Ink 187:34 Ap 13 '39

When advertising fails, fault is easily traced; 97 main shortcomings; relating to management, product, copy, space buying, distribution and research. Ptr Ink 186:11-16 Ja 19 '39

Why advertising substitutes fall down; why trick devices are costly; contests, premiums, discounts, demands upon mediums, free publicity. Ptr Ink 186:11-14+ F 16 '39

See also

Advertisements
Advertising agencies and other headings beginning Advertising
Audit bureau of circulations
Bank advertising
Business
Catalogs
Church advertising
Color in advertising
Community advertising
Containers
Electric signs
Government advertising
House organs
Medical advertising
Merchandizing
Moving pictures in advertising
Political advertising
Posters
Premiums (merchandizing)
Printing trade—Advertising service
Radio advertising
Safety advertising
Sales letters
Show windows
Slogans
State advertising

also subdivision Advertising under special subjects, e.g.

Automobile industry and trade
Building trades
Cigarets
Department stores
Dog food
Food industry and trade
Gas industry
Hotels
Insurance
Insurance agents
Motor bus lines
Printing trade
Railroads
Retail trade
Sleeping car service
Television apparatus industry

Accounting

Good will: one dollar. J. A. Dingwall, jr. Ptr Ink 186:21-4 Mr 9 '39

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Important books of the year. K. D. Frankenstein. Special Lib 30:51-2 F '39

Children, Appeal to

Jr. railroad salesmen; Southern Pacific enlists interest and active aid of younger generation. F. Q. Tredway. il Ptr Ink 189:25-6, 30 O 6 '39

Too simple; some children's contests fall down because intelligence of prospects is under-rated. S. Holbrook. Ptr Ink 186:19 Ja 19 '39

See also

Radio broadcasting—Children's programs

Continuity

Arrow marks the spot; what ensues when advertising stops. A. H. Little. Ptr Ink 186: 11-15 Mr 16 '39

Consistent; uninterrupted advertising for fifteen years is part of successful International Harvester truck program. A. M. Howe. il Ptr Ink 186:17-20 F 9 '39

Continuity builds cumulative value; story of Ballantine's shows how identity, impression values, consistency, follow-through and executive interest make a merchandising program succeed. C. W. Badenhausen. il Ptr Ink 186:9-12, 50, 52-4 Mr 30 '39

Half century of association; reproduction of six advertisements appearing in India rubber world since 1889. India Rubber W 101: 97 O '39

Name prestige builds powerful sales story; American stove company. S. E. Little. il Ptr Ink 187:11-13+ My 18 '39

One robin doesn't make a spring—nor one insertion a campaign. B. E. Tacks. Sales Management 44:50+ My 15 '39

Product advertising, steadily done, lifts selling out of competitive class; Frigidaire superiority advertised and sold. F. R. Pierce. il Ptr Ink 187:11-14, 79-80 Je 29 '39

Startling trend shown in P.I. continuity study: danger signal up. Ptr Ink 187:17-20 Ap 6 '39

30 years an advertiser with never a let-down; Cluett, Peabody & co. A. O. Buckingham. il Ptr Ink 186:11-17 Ja 26 '39

Unbroken chain; 30 years of Oakite advertising. C. J. Swan. il Ptr Ink 188:9-11, 60-1 Jl 21 '39

We're oversold! why keep on advertising? old question up again; case studies. E. Peterson. Ptr Ink 189:9-11, 79-82 O 13 '39

Where nature promotes consistent demand, why not keep your advertising regular? M. G. Rollins. Adv & Sell 32:24-6+ S '39

Why continuity in advertising is so important: 30 leaders testify. Ptr Ink 187:36+ My 11 '39

Why keep on advertising when oversold? case histories from World war times. E. Peterson. Ptr Ink 189:25-6+ O 20 '39

See also

Advertising appropriations

Copy

See Advertising copy

Cost

18-million outlay, 14 million replies; tabulation of inquiry costs and results shows how 114 national advertisers deal with attention. W. T. Laing. Ptr Ink 188:11-12, 71-2, 74-6 Jl 28 '39

Inquiry costs drop to profitable low as space size grows: success case study; hose nozzle for guns. C. J. Swan. il Ptr Ink 187:17-20 My 25 '39

Should advertising be afraid of the consumer movement? consumers in ten cities vote on whether advertising adds to costs; estimated and actual costs of advertising. il Sales Management 45:18-20+ S 1 '39

Six ways to reduce advertising production costs; savings in engravings, composition, etc. J. Flanagan. il Adv & Sell 32:44-6 Jl '39

This inquiry analysis plan gives close check on media and costs; Henry Disston & sons. J. W. Jay. Ptr Ink 185:21-6 N 17 '38

See also

Advertising—Rates

ADVERTISING—*Continued*

Coverage

Wha' d'ye mean "national" advertising? M. E. Goldman. Automotive Ind 81:112-13+ Ag 1 '39

What beyond paid circulation? P. T. Cherington. il Adv & Sell 32:27-9, 58+ Mr '39

Dealer cooperation

Brewery merchandises its advertising. il Ptr Ink Mo 39:52 S '39

Circulation drive; Celotex salesmen obtain 40,000 readers for company magazine. il Ptr Ink 187:23-4 Ap 6 '39

How Del Monte gets thousands of dealers to feature the line. il Sales Management 45:28 Jl 1 '39

How newspaper color ads built a $1,000,000 business in 4 years; Hamilton Ross factories, inc. builds new accounts for furniture stores. il Sales Management 45:18-19 Ag 15 '39

Newspaper contract; text of Lady Esther agreement reimbursing retailers for cooperative advertising cost. Ptr Ink 186:89-90 F 9 '39

Store selling power more important than consumer incomes, says Simmons. J. W. Hubbell. il Sales Management 43:32, 34 N 15 '38

These salesmen seldom try to obtain sales; selling out of the store rather than into the store increased volume for Cellucotton products. H. A. Jost and L. E. Meyer. Ptr Ink 185:11-12+ D 1 '38

Dealer helps

Advertising campaign that will help heating men make extra profits; Owens-Corning will advertise Fiberglas dust-stop air filters. il Sheet Metal Worker 30:44+ Ag '39

Big green box; Hart Schaffner & Marx dramatized selling to retailer creates new interest in old line. A. M. Howe. il Ptr Ink 187:15-18+ Ap 20 '39

Caterpillar matches advertising dollars with its dealers and wouldn't quit. L. Hosler. Ptr Ink 189:91-5 N 17 '39

Dealer program, closely knit; Bryant heater company. A. E. Schwarz. il Ptr Ink Mo 38:13-14 Je '39

Dealer program notes; ten phases of Pepperell's new sheet music promotion for January white sales. il Ptr Ink 185:72, 74-5 D 15 '38

Follow-through; discussion of vital point-of-sale advertising. C. B. Larrabee. il Ptr Ink 188:23-6 S 15 '39

Hotpoint responds to encore on '38 packaged promotion. Sales Management 45:34 N 15 '39

How manufacturers can cut waste in department store sales help material. E. B. Weiss. Ptr Ink 187:15-16+ Je 29 '39

Music for sale; piano industry starts ambitious, long-pull project. Ptr Ink 187:90-2 Ap 20 '39

New England Coke finds coal dealers hungry for sales training. Sales Management 43:60 N 15 '38

New merchandising aid; calendar for drug dealers. il Ptr Ink Mo 38:22 Ap '39

Oil jobber can add effectiveness to sales promotion material. Nat Pet N 31:95-8 Mr 29 '39

When department stores refuse to use sales help material, there's a good reason. E. B. Weiss. il Ptr Ink 187:11-14, 88-92 Je 15 '39

See also
Show cards

Dealers, Appeal to

Belknap's friendly letters to bring new customers; mailing of eight four-page letters signed by the officers and executives of Belknap Hardware. Am Business 9:15-16 Ja '39

Contest gets dealers to use a new display; Disston hand saws. il Ptr Ink Mo 39:46+ S '39

Dealer sales tools; co-operative program that helps move electric ranges. Ptr Ink 186:30+ Mr 9 '39

In your basket; Yale & Towne in business-paper space, brags about where its eggs are. W. B. Dodge and E. D. Jones. Ptr Ink 185:59+ D 15 '38

No hook! glaring weakness of much business-paper copy shown in this study. C. B. Larrabee. il Ptr Ink 188:11-13+ Ag 25 '39

Dealers' salesmen, Appeal to

Behind the label; Hart Schaffner & Marx send retail salesmen nine letters and a booklet. il Ptr Ink Mo 38:16-17+ F '39

Dentists, Appeal to

Proof of advertising's worth; Ritter's X-ray units. Ptr Ink Mo 38:24 My '39

Directories

Tabulation of account and personnel changes. Adv & Sell 32:48a-48d N '39

Economic aspects

Advertising costs; abstract. Management R 28:274-5 Ag '39

Advertising costs 3%. Ptr Ink 187:77-8 Je 29 '39

Advertising gets 18 cents a week out of family food expenditures; pictograph. Sales Management 44:21 Ap 20 '39

Advertising's relation to monopoly; Advertising & Selling asks: Mr. Arnold replies. Adv & Sell 31:25-7 D '38

Advertising's 7 critics; character sketches of the most typical fault finders. E. Peterson. Ptr Ink 188:49, 52+ Ag 18 '39

American way of life. G. E. Sokolsky. 180p $2 Farrar '39

Can advertising create monopoly? in a sense, yes; but it also builds competition. R. E. Rindfusz. Ptr Ink 187:11-13 Ap 20 '39

Consumer movement opens way for statesmanship in business. H. W. Dickinson. Ptr Ink 187:62, 64-6, 68 My 4 '39

Here's proof that advertising can be leading factor in cutting consumer cost; Kotex selling price, 65 cents in 1924, is now 20 cents. A. M. Howe. Ptr Ink 188:11-13+ Ag 18 '39

How advertising has advanced Squibb professional and social service. R. D. Keim. il Ptr Ink 187:84-9 Ap 27 '39

Real economic force. W. T. Holliday. Ptr Ink 187:19-20 My 11 '39

Some advertised goods cost more than unadvertised; but there is sound economic justification. L. D. H. Weld. Ptr Ink 188:19-22 Jl 7 '39

Startling facts in re consumer attitudes are brought out in A.N.A. convention. Ptr Ink 189:25-6, 30+ N 3 '39

These economic facts smash Arnold theory. H. A. Batten. Ptr Ink 185:13-16+ N 24 '38

When does advertising become wicked? F. Wright. Sales Management 44:25-6 Ja 1 '39

Failures

Some failures; light they throw on power of advertising. R. Giles. Ptr Ink Mo 38:59-60 Mr '39

Family of products

Why family resemblance is needed in all units of an advertising program. Aesop Glim, pseud. Ptr Ink 188:78-81 Ag 11 '39

Farmers, Appeal to

Beer and eggs; Pennsylvania brewers' advertising hook-up to help farmers. il Ptr Ink 187:21-2 Je 1 '39

Corn belt revolution; hybrid seed. A. M. Howe. il Ptr Ink 185:11-14+ D 15 '38

Illinois farmers prefer baseball to war news. A. M. Howe. Ptr Ink 188:21 S 15 '39

Lean years forced us to improve our goods and methods; Hess and Clark stock conditioners and barnyard remedies. J. L. Clark. il Am Business 9:22-4+ Mr '39

See also
Advertising mediums
—Farm papers

ADVERTISING—*Continued*

Industries, Appeal to

Awards for campaigns appearing in industrial publications distinguished for technical excellence and ethical soundness. il Adv & Sell 32:54-6 F 15 '39

Ease the prospect's way; and, in your advertising, leave something for the salesmen to tell; Nash engineering company. G. B. Wright. il Ptr Ink 187:17-20 Je 8 '39

40 uses, compactly packed, for industrial advertising. A. H. Little. il Ptr Ink 187:19-22 Je 29 '39

Line drawings for industrial advertising; meeting the demand for sales and service literature at controlled cost. R. Eagan. il Ptr Ink Mo 38:15-16 Je '39

Miracle or method? American chain and cable company sold advertising to distributors' salesmen. J. O. Lashar. il Ptr Ink 188:21-4 S 1 '39

New trade character; Evaline helps build record kid leather volume. E. A. Malloy. il Ptr Ink 188:17-20 Ag 4 '39

No hook! glaring weakness of much business-paper copy shown in this study. C. B. Larrabee. il Ptr Ink 188:11-13+ Ag 25 '39

Not for inquiries; industrial-advertising program that sells prestige and reputation; Combustion engineering company. C. McDonough. il Ptr Ink 187:21-4+ Je 22 '39

Salary: less than $2,500; book review turns into philippic on wages of industrial advertising managers. A. H. Little. Ptr Ink 186: 55-6, 58-60 Ja 5 '39

Salesmen get back of this advertising because they help prepare it; Gardner-Denver company. P. B. Spann. Ptr Ink 189:84-7 N 3 '39

Unbroken chain; 30 years of Oakite advertising; trade journal and mail advertising; basic theme; specialized copy. C. J. Swan. il Ptr Ink 188:9-11, 60-1 Jl 21 '39

What industrial advertising means to a machine tool builder. W. E. Whipp. Iron Age 143:45-7 Ja 26 '39; Same. Steel 104:20, 88-9 Ja 30 '39

Writing industrial copy with a camera; Ohio brass company advertises overhead trolley equipment. M. K. Leggett. il Ptr Ink Mo 39:13-14+ O '39

Inquiries

Coupon replies by mail or telephone? J. Caples. Adv & Sell 32:37-8 Ap '39

18-million outlay, 14 million replies; tabulation of inquiry costs and results shows how 114 national advertisers deal with attention. W. T. Laing. Ptr Ink 188:11-12, 71-2, 74-6 Jl 28 '39

How shall we know whether inquirers are prospects, or just curious? It's easy! W. T. Laing. Ptr Ink 188:77-8, 80-2 S 22 '39

Influence of position and space units on inquiry returns. H. P. Roberts. il Adv & Sell 32:44-6+ Ja '39

Inquiries as a guide to resultful advertising; abstract. J. W. Christensen. Management R 27:418-19 D '38

This inquiry analysis plan gives close check on media and costs; Henry Disston & sons. J. W. Jay. Ptr Ink 185:21-6 N 17 '38

To make coupons pull; three tested methods pull orders. V. O. Schwab. il Ptr Ink 188: 23-6+ S 29 '39

Jobber cooperation

Miracle or method? American chain and cable company sold advertising to distributors' salesmen. J. O. Lashar. il Ptr Ink 188:21-4 S 1 '39

Jobber helps

Jobbers send out manufacturer's direct mail. il Ptr Ink Mo 38:22 F '39

Strategy that saved Skilsaw when the bottom dropped out of its market; developed new products, changed to 100% distributor selling, aimed its advertising at bullseyes only. E. W. Ristau. il Sales Management 45:22-4 S 15 '39

Jobbers, Appeal to

In your basket; Yale & Towne in business-paper space, brags about where its eggs are. W. B. Dodge and E. D. Jones. Ptr Ink 185: 59+ D 15 '38

Mystery product; sold to jobbers without salesmen or buyers knowing what it was; Sunnen piston expander. A. M. Howe. il Ptr Ink 185:15-16 D 22 '38

Laws and regulations

Advertising control reviewed by F.T.C. in newspapers, magazines, and broadcasting. Oil Paint & Drug Rep 134:3+ D 5 '38

Advertising's current copy purge; cases briefly summarized, typical of the FTC's attitude. Sales Management 43:26-7 D 15 '38

Agencies on carpet; Federal trade commission would hold them liable for copy. Ptr Ink 186:19-20 F 23 '39

FTC hits agencies for copy adjudged misleading under Wheeler-Lea act. Business Week p18+ F 11 '39

F.T.C. intensifies enforcement on ads. Oil Paint & Drug Rep 135:5 F 13 '39

F.T.C. on job again. Ptr Ink 185:55-6, 58-9 D 29 '38

F.T.C. stipulations. Ptr Ink 185:78, 80 N 17 '38

Ford-Chrysler decree. Adv & Sell 31:62+ D '38

Good Housekeeping case. Ptr Ink 189:18 N 3; 68-9 N 10; 40-1 N 17 '39

Good Housekeeping, refusing to sign F.T.C. stipulation, will fight charges. Ptr Ink 188: 68, 71 Ag 25 '39

Photograph releases; a Printers' Ink Monthly special study. il Ptr Ink Mo 38:19-21+ F '39

Seal of disapproval, Federal trade commission seeks to slap one on Good Housekeeping plan. Business Week p20-2 Ag 26 '39

Thurman Arnold denies government seeks to restrict competitive advertising. Comm & Fin Chr 147:3097 N 19 '38; Automotive Ind 79:690-1 N 26 '38

Thurman Arnold develops plan to curb advertising; provision in Ford and Chrysler consent decrees restrict endorsement or recommendation of finance companies. Iron Age 142:62-3 N 17 '38

See also
Billboards

Localization

Localized program brings swift sales rewards to prune growers. P. H. Erbes, jr. il Ptr Ink 188:13-15, 73-4 S 1 '39

See also
Advertising, National—Local tie-in
Radio advertising—Localization

Men, Appeal to

Are you getting men or women readers? R. Manville. Adv & Sell 32:29+ S '39

Bostonian shoe advertising is revolutionized after survey among 5,000 men. R. Giles. il Ptr Ink 188:25-6, 30, 32 S 22 '39

What makes men and women look at ads; Printers' Ink Monthly special study. H. F. Godfrey, jr. il Ptr Ink Mo 38:18-21, 30+ Ap '39

Objectives

40 uses, compactly packed, for industrial advertising. A. H. Little. il Ptr Ink 187:19-22 Je 29 '39

Twenty-seven special objectives of newspaper advertising. il Ptr Ink Mo 37:19-22, 61-2+ D '38

We're oversold! why keep on advertising? old question up again; case studies. E. Peterson. Ptr Ink 189:9-11, 79-82 O 13 '39

Physicians, Appeal to

Techniques of medical advertising. A. Kleinwald. Adv & Sell 32:47-8+ Mr '39

Planning

Hand-to-mouth advertising; catch-as-catch-can sales. B. E. Tacks. Sales Management 44:54-5 Je 1 '39

How planned advertising helps Chevrolet get volume sales. W. E. Holler. il Ptr Ink 186: 15-18 F 23 '39

How to unite sales and advertising plans. Ptr Ink 188:26, 30+ Jl 14 '39

ADVERTISING—Planning—*Continued*

Plan board; Jenkins bros. advertising board. E. Peterson. il Ptr Ink 186:13-16 Mr 2 '39

Prize contests

Ad-writing contest increases prestige; Central Illinois light company, Peoria. H. L. Spooner. il Gas Age 84:24+ S 1 '39

Crank mail from contestants. E. M. Rushmore. Ptr Ink 189:20 N 3 '39

First advertising contest. Ptr Ink 186:34 Ja 5 '39

Letter campaign enlists 32,500 essays, opens 245 new outlets; Cabin Creek consolidated sales company educates thru public schools. Ptr Ink 189:75, 78, 80-1 N 17 '39

Name your Pullman; christening sleeping cars. Ptr Ink 187:19-20 Ap 27 '39

Postal laws on contests. Ptr Ink 185:58-9 N 24 '38

Prize Pullman names. Business Week p29-30 Jl 15 '39

Pullman learns much from contest that produced 780,808 entries. A. M. Howe. Ptr Ink 188:17-20 S 1 '39

Who enters all these consumer contests? pictograph. Sales Management 44:23 Ap 20 '39

Why advertising substitutes fall down; why trick devices are costly; contests, premiums, discounts, demands upon mediums, free publicity. Ptr Ink 186:11-14 F 16 '39

Psychology

Cut it down to six! advertisers overrate public's mental age. P. H. Erbes, jr. Ptr Ink 188:15-18 S 29 '39

How to stop sales and alienate people: too much attention-getting. K. Groesbeck. Adv & Sell 32:92+ F 15 '39

Seminar in advertising evaluation. H. H. Gould. il Adv & Sell 32:41-3+ Ja; 43-6+ F; 44-6, 56 Mr '39

Should you hitch your business to a star? L. M. Hughes. Sales Management 44:22-4 Mr 1 '39

When copy bores; successful advertising writer knows how people act and react. W. J. Weir. Ptr Ink 186:23-4, 26 F 2 '39

You in direct mail; personalizing to give more individual appeal. F. Egner. Ptr Ink 187:21-2 Ap 6 '39

See also

Advertising copy
Advertising research

Rates

Should newspapers standardize their national advertising rates? B. E. Tacks. Sales Management 44:94-5 Ja 1 '39

So you want to standardize national advertising rates? Sales Management 44:68 F 1 '39

Why Maytag insists on paying national advertising rate to 600 newspapers. R. A. Bradt. il Ptr Ink 189:15-18 O 13 '39

Returns

Ad that sold a million books; Dale Carnegie's How to win friends and influence people. V. O. Schwab. il Ptr Ink Mo 39:50-2 N '39

Each dollar invested in advertising brings sales increase of $17; Florida citrus commission program backed by legislature. L. W. Marvin. il Ptr Ink 188:11-14+ Jl 7 '39

How couponed advertising can stimulate retail sales, at least indirectly. V. O. Schwab. Ptr Ink 187:15-16, 85+ My 25 '39

How planned advertising helps Chevrolet get volume sales. W. E. Holler. il Ptr Ink 186:15-18 F 23 '39

Inquiry costs drop to profitable low as space size grows: success case study; hose nozzle for guns. C. J. Swan. il Ptr Ink 187:17-20 My 25 '39

Jim grows up; seven lines expand to full pages, and business grows for electric games. il Ptr Ink 186:19-21 Ja 26 '39

New car sales and magazine advertising; pictograph. Sales Management 45:40 S 15 '39

New York coffee sales split among nearly 200 brands; Beechnut consumer sales and advertising. Sales Management 45:42, 45 O 20 '39

Proof that trade advertising pays; a sampling and charting technique; factual demonstration, based on study of 10 years' activities of fire insurance companies. J. W. Mason. Ptr Ink 188:17-20+ S 8 '39

This inquiry analysis plan gives close check on media and costs; Henry Disston & sons. J. W. Jay. Ptr Ink 185:21-6 N 17 '38

See also

Advertising—Inquiries
Advertising, Mail—Returns

Samples

See Samples (merchandizing)

Schedules

Cancelitis, summer malady, is management's admission of weakness or defeat. Ptr Ink 187:30+ Je 8 '39

Feasts and diets on food schedules. M. Rollins. Adv & Sell 32:28-30, 58, 60 O '39

Most popular pay days and their significance in 60 leading cities. il Sales Management 43: 17-18+ D 1 '38

Pay no attention to Mr Tacks, he doesn't even know his ABC's. B. E. Tacks. Sales Management 45:65+ Ag 15 '39

Regular seasonal curves in retail sales; Printers' Ink Monthly special study. R. L. Edsall. Ptr Ink Mo 39:18-21+ N '39

What is effective frequency? sales and advertising contacts. B. Duffy. Adv & Sell 32:41-3 Jl '39

Where nature promotes consistent demand, why not keep your advertising regular? M. G. Rollins. Adv & Sell 32:24-6+ S '39

Schools, Appeal to

Effective advertising to school markets. E. J. Storey. il Adv & Sell 32:30-1, 44, 86 N '39

Statistics

Advertising; brief survey and current status. Index 19 no 1:15-21 [Mr] '39

Advertising for first quarter disappoints, but pick-up for year seems likely. L. D. H. Weld. Ptr Ink 187:21-4 Ap 27 '39

Advertising, monthly, June 1938-June 1939. Survey of Cur Business 19:23 Ag '39 [cont monthly]

Advertising on uptrend; comparison with 1938. L. D. H. Weld. Ptr Ink 188:15-18 Ag 25 '39

Advertising upturn here; 1938 volume off 13.9%. L. D. H. Weld. Ptr Ink 186:67, 70, 74+ Ja 12 '39

Advertising volume for 1938 about $1,530,000,000; media compared. L. D. H. Weld. Ptr Ink 186:15-18 Mr 23 '39

Business as usual! war in Europe means U.S. economic upturn; analysis of conditions now, as compared with 1914. L. D. H. Weld. Ptr Ink 188:11-16 S 8 '39

Down in '38, advertising heads up; national advertising media. Business Week p37-8 Ja 21 '39

Farm publications; advertising linage for January. Ptr Ink 186:67-8 Ja 19 '39 [cont monthly]

Feasts and diets on food schedules. M. Rollins. Adv & Sell 32:28-30, 58, 60 O '39

January magazine advertising, 1937-1939. Ptr Ink 186:92, 94, 96, 98 Ja 12 '39 [cont monthly]

Last quarter uptrend cuts 1938 advertising loss. Sales Management 44:64 F 1 '39

Linage breakdown; how advertisers in more than $100,000 group used magazines, farm papers, radio; tabulation, 1937-38. Ptr Ink 186:62-3 Mr 2 '39

List of magazine advertisers ranking as one of the seventy-five leaders in any one year, 1913-1921 inclusive, with their expenditures during the complete period. Ptr Ink 188:67-70, 72 S 29 '39

Magazines and radio fight stand-off battle; pictograph. Sales Management 45:32 O 20 '39

Magazines, 1914-1921. Ptr Ink 188:66-70, 72 S 29 '39

1938 advertisers; expenditures for magazines, radio and farm publications for 1937 and 1938 tabulated by name of company. Ptr Ink 186:57-9+ Ja 26 '39

ADVERTISING—Statistics—*Continued*
Normal growth of advertising, based on 1914-1939 study, exceeds 0.7% yearly; P.I. index, now corrected for long-time trend. L. D. H. Weld. Ptr Ink 189:69, 72-3 O 13 '39
Regular seasonal curves in retail sales; Printers' Ink Monthly special study. R. L. Edsall. Ptr Ink Mo 39:18-21+ N '39
Tobacco and motors lead list of 100 biggest newspaper advertisers in 1938. Ptr Ink 188:25-6 S 1 '39

See also
Advertising, Mail—Statistics
Advertising appropriations

Terminology

After hours. A. H. Fensholt. Ptr Ink 186:6 Mr 2 '39

Testing

See Advertisements—Testing; Advertising, Mail—Testing; Advertising campaigns—Testing

Women, Appeal to

Are you getting men or women readers? R. Manville. Adv & Sell 32:29+ S '39
Magazine reading habits of 5,267 women compiled as space-buying guide; McCall study, covering 21 publications. D. E. Robinson. Ptr Ink 189:21-4+ N 3 '39
To sell the small town, sell Carrie Staunton first. F. Smith. Adv & Sell 31:41-2 D '38
What makes men and women look at ads; Printers' Ink Monthly special study. H. F. Godfrey, jr. il Ptr Ink Mo 38:18-21, 30+ Ap '39
Women's fight for truth now brings opportunity to the advertiser. C. B. Lyman. Ptr Ink 186:64-7 Ja 5 '39

Women's attitude

Women on advertising; Ladies' home journal editorial report. Ptr Ink 187:65-6+ Ap 13 '39

Young people, Appeal to

See also
Advertising—Children, Appeal to

Australia

After hours. F. Goldberg. Ptr Ink 186:6 Ja 12 '39

Canada

Canada can still buy. L. L. Knott. Ptr Ink 189:25-6+ N 10 '39

China

Advertising meets war and survives. C. Crow. il Ptr Ink 187:11-15+ Ap 6 '39

Great Britain

British trade bucks up; some current war advertisements. U. B. Walmsley. il Ptr Ink 188:16-18 S 15 '39

Java

As it's done in Java. il Ptr Ink Mo 38:43-4 Ja '39

Mexico

Posters of Mexico. P. Artzt. il Ptr Ink Mo 38: 15 F '39

Russia

USSR uses space and time. il Adv & Sell 32:21 Ag '39

South America

Open export field in South America now offered to U.S. manufacturers. H. Gordon. il Ptr Ink 189:73-4+ O 27 '39

United States

What happened in 1914. E. Peterson. Ptr Ink 188:16+ S 8 '39

ADVERTISING, Association
Anthracite wakes up; equipment improvement; uses for ash; dealer training; advertising program. R. Giles. il Ptr Ink 187: 74, 76-8, 80 My 25 '39
Association advertising, often a headache, can succeed minus these faults. C. B. Larrabee. Ptr Ink 186:63+ Mr 16 '39
Beer and eggs; Pennsylvania brewers' advertising hook-up to help farmers. il Ptr Ink 187:21-2 Je 1 '39
Brick for the same down payment; advertising program of Cleveland clay league. il Brick & Clay Rec 95:39-42 S '39
Cranberry growers' cooperative boosts sales, stabilizes market. Sales Management 45:60 N 15 '39
How association advertising program can operate without friction; case study of American Gas group's campaign. E. Peterson. il Ptr Ink 189:15-18, 81-3 O 6 '39
Localized program brings swift sales rewards to prune growers. P. H. Erbes, jr. il Ptr Ink 188:13-15, 73-4 S 1 '39
Match books; analysis of what 42,000,000 keyed match-books brought back in response to free and ten-cent offers; Sun-Maid raisin growers association. G. Gage. il Adv & Sell 32:47-9+ F '39
Music for sale; piano industry starts ambitious, long-pull project. Ptr Ink 187:90-2 Ap 20 '39
Nation's brewers unite to tell a single, constructive story. L. M. Hughes. Sales Management 43:37-8+ D 15 '38
Parade of groceries; manufacturers begin month-long, nation-wide promotion. Business Week p38-9 Ap 1 '39
Parade of progress; program of grocery manufacturers in behalf of advertised foods. Ptr Ink 186:21-2 F 23 '39
Why Guernsey premium milk sales are showing steady gains. il Sales Management 44:53-4 My 15 '39

ADVERTISING, Cooperative
Coffee campaign pushes per capita consumption to all-time peak. il Sales Management 45:25+ Ag 1 '39
Co-op marketing moves staggering pea surplus. D. E. Rowan. Ptr Ink 188:21-2, 57-9 Jl 21 '39
Cooperation is selling water heaters; cooperation between contractor-dealers and Central Arizona light and power company. il Dom Eng 153:37-9+ Mr '39
Cooperative ad campaign boosts milk sales 10% in San Francisco; Milk dealers association and the Consolidated milk producers. il Sales Management 45:23-4 O 20 '39
Distribution of Brazil nuts is regulated by flexible advertising program. C. J. Swan. Ptr Ink 186:83-4+ Mr 23 '39
Each dollar invested in advertising brings sales increase of $17; Florida citrus commission program backed by legislature. L. W. Marvin. il Ptr Ink 188:11-14+ Jl 7 '39
New advertiser; Tested papers of America, inc. Ptr Ink 188:14 Ag 25 '39
New kind of co-operative advertising; nation-wide campaign to sell toys; manufacturers, wholesalers and retailers make intensive drive in magazines and newspapers. E. Peterson. il Ptr Ink 187:17-20 Je 22 '39
Rayon makers cleaning house; moratorium set on cooperative advertising. Textile World 89:34 F 15 '39
Strong pull together, lads! group advertising means more business for all. E. T. Miller. il Inland Ptr 102:19-21 Ja '39
Tea, bread, cheese. Ptr Ink 189:24 O 27 '39
What can we do to get department stores to push a nuisance item? Alexander Smith home decorating kit. C. D. Carver. il Sales Management 45:26, 30+ Ag 1 '39
Why gas range sales jumped 74% in 7 years in northern California; cooperative marketing and advertising program. Sales Management 44:22-4 Je 1 '39
Wine industry of California launches 3-year $2,000,000 advertising program. E. Gidlow. il Sales Management 43:28+ D 15 '38

See also
Advertising, Association
Radio advertising, Cooperative

Manufacturers and dealers

Caterpillar matches advertising dollars with its dealers and wouldn't quit. L. Hosler. Ptr Ink 189:91-5 N 17 '39
Why Maytag insists on paying national advertising rate to 600 newspapers. R. A. Bradt. il Ptr Ink 189:15-18 O 13 '39

ADVERTISING, Community. See Community advertising

ADVERTISING, Direct

Check list on sales jobs you can do with direct advertising. H. B. Fuller. il Sales Management 44:52+ Je 15 '39

Hanger holds sample; baker hangs oven-fresh, sample size loaf of its bread on door-knobs. il Inland Ptr 103:24 Jl '39

Say it with flowers; only "it's" advertising, not sentiment. il Sales Management 44:40+ F 1 '39

See also
Package inserts

ADVERTISING, Direct mail. See Advertising, Mail

ADVERTISING, Educational

Anti-chain ad blast; chains answer. il Business Week p12-13 Jl 29 '39

Awards for campaigns contributing most to advancement of advertising as a social force. il Adv & Sell 32:41-4 F 15 '39

Dentists advertise. il Ptr Ink 187:74 Ap 6 '39

Gift to laundries; public relations program sponsored by makers and sellers of supplies. Business Week p37-8 O 28 '39

Hidden taxes; unique newspaper program, dramatizing situation to wage earners, sponsored by business groups. il Ptr Ink 187:26+ Ap 13 '39

Hurricane that laid an egg; World Peace-ways advertising. T. Patrick. il Adv & Sell 32:36-7 Je '39

Independent retailers start new move to make their way against chains. Ptr Ink 187:25-6+ My 4 '39

Is management worth its salt? how business should tell public relations story. A. Bradbury. Ptr Ink 188:25-6+ Jl 7 '39

Labor advertises; New York Post carries nearly six pages of union copy as World's fair opens. Business Week p36 My 6 '39

Letter campaign enlists 32,500 essays, opens 245 new outlets; Cabin Creek consolidated sales company educates thru public schools. Ptr Ink 189:75, 78, 80-1 N 17 '39

Needed, seven hundred leaders; use of advertising to mold public opinion. R. Dickinson. Banking 32:22-3 O '39

Public asked to pay fair price by Oklahoma City oil marketers. il Nat Pet N 31:25-6+ Jl 19 '39

This advertising does real service to public; Metropolitan Life activities help confer social benefit as well as produce business. F. MacRobbie. il Ptr Ink 187:15-18+ Je 15 '39

Vermonter's war on fair trade. A. J. Cayo. Adv & Sell 31:52, 54 D '38

Zeke and the boys; Ethyl Gasoline hitched up with them Kentuckians; campaign directed at commercial vehicle operators. C. J. Swan. il Ptr Ink 187:21-2 My 18 '39

See also
Advertising, Association
Advertising, Institutional
Political advertising
Safety advertising

ADVERTISING, Foreign

Advertising they like abroad. E. P. Schaffer. il Ptr Ink Mo 39:16-17+ Ag '39

American advertising for overseas markets. W. T. Gray. il Ptg Art 68 no 2:17-28 '39

Export advertising awards. Ptr Ink 189:79-80 O 20 '39

See also
Radio advertising, Foreign

ADVERTISING, Fraudulent

See also
Advertising—Laws and regulations
Advertising ethics

ADVERTISING, Indirect

Comic strip advertising is changed to quality, with same basic sales idea; story of Coppus steam turbines. E. Kundig. il Ptr Ink 188:17-20 Jl 21 '39

See also
Advertising, Educational

ADVERTISING, Industrial. See Advertising—Industries, Appeal to

ADVERTISING, Institutional

After the hurricane. C. E. Rolfe. il Ptr Ink 185:21-3 D 22 '38

Belknap's friendly letters to bring new customers; mailing of eight four-page letters signed by the officers and executives of Belknap Hardware. Am Business 9:15-16 Ja '39

Bigelow's weavers go on the air; public relations technique that pays. E. I. Petersen. il Factory Management 97:62+ Je '39

It pays to show how your product is made; Chatham manufacturing company, Cluett-Peabody, and Standard Register picture books. E. Whitmore. il Am Business 9:22-4 Ja '39

McKesson & Robbins advertises. Ptr Ink 186: 20 Ja 5 '39

Propaganda plus; a study of recent institutional advertisements. il Ptr Ink 186: 53, 56-60 Mr 2 '39

Wheeling's Musical steelmakers help make industrial harmony. L. M. Hughes. il Sales Management 45:22-4 Jl 15 '39

Why business, in making friends with public, must be specific. D. Francisco. Ptr Ink 185:45-8 D 22 '38

ADVERTISING, Mail

Behind the label; Hart Schaffner & Marx send retail salesmen nine letters and a booklet. il Ptr Ink Mo 38:16-17+ F '39

Canadian direct-mail contest. Inland Ptr 102: 64 N '38

Check list on sales jobs you can do with direct advertising. H. B. Fuller. il Sales Management 44:52+ Je 15 '39

Direct mail builds commercial lighting. Elec W 112:321 Jl 29 '39

Direct-mail devices. il Ptr Ink 188:28-9 S 1 '39

Direct-mail program brings $200,000 sales; value of case stories from satisfied users; Warner & Swasey advertising manager tours country. il Ptr Ink 189:17-19+ N 10 '39

Direct mail with a smile on its face; Wailes Dove-Hermiston corporation. J. F. Sorzano. il Ptr Ink Mo 38:47 Ja '39

Ease the prospect's way; and, in your advertising, leave something for the salesmen to tell; Nash engineering company. G. B. Wright. il Ptr Ink 187:17-20 Je 8 '39

Here's a good way to increase direct-mail returns; J. W. Roberts & son sells cigars direct to the smoker by mail. L. H. Houck. il Am Business 9:21+ Ap '39

Hobart sells to an empire of stores, hotels, and restaurants. F. Smith. il Adv & Sell 32:32-4, 46 N '39

How to wring the last dollar of profit! abstract. F. Egner. Management R 28:169-70 My '39

Jobbers send out manufacturer's direct mail. il Ptr Ink Mo 38:22 F '39

Poster with a pocket; North Park college, Chicago, advertises a downtown evening college. il Inland Ptr 103:26 Jl '39

Radiating good rumor by mail; J. W. Carter co., Nashville, Tenn., Artistocrat line of men's shoes. il Ptr Ink Mo 39:12 N '39

Results of a nation-wide direct mail survey by Creative service department of Blanchard press. Trusts & Estates 68:509-11 Ap '39

Scheme strategy; helping direct mail pull more returns. E. B. Pope. Ptr Ink 187:30, 33, 36 Je 29 '39

Sparkling mail pieces; campaign of Saratoga building and land corporation for the Seaside and the Senator hotels in Atlantic City. P. Cameron. il Ptr Ink 186:21-4 F 9 '39

Stunts in direct mail. F. Egner. Ptr Ink 185: 19-20 N 17 '38

Tradition in print; Maryland jockey club. il Ptr Ink Mo 39:16-17 S '39

Uncle Sam as an advertiser: 30,000,000 mailings a year on baby bonds. E. Peterson. il Ptr Ink 187:19-23 Je 15 '39

Use of direct mail in public relations; getting new business. R. M. Eastman. Trusts & Estates 68:183-6 F '39

ADVERTISING, Mail—*Continued*
What happens to direct mail? Management R 28:59 F '39
What happens to direct mail; pictograph. Sales Management 44:44 F 15 '39
You in direct mail; personalizing to give more individual appeal. F. Egner. Ptr Ink 187:21-2 Ap 6 '39

See also
Advertisements—Books and booklets
Calendars
Catalogs
House organs
Letterheads
Mail order business
Sales letters

Folders

STA 12th annual exhibition; design in printing. il Ptg Art 68 no 1:67-73 '39
Stunt letters successfully used in selling by mail. il Ptr Ink 187:21-4 My 11 '39

Postage indicia

Printed postage indicia and business reply forms. T. M. Rodlum. il Ptr Ink Mo 38:10-11+ My '39

Postal cards

Combination of mailing card and blotter called the Post-blotter. il Ptg Art 68 no 1: 100-1 '39

Printing

Advertising's ill wind can blow good to printers; printed advertising for direct-mail distribution. A. J. Peel. Inland Ptr 103:41-2 Je '39
Elmer Jacobs; contributions to calendars, booklets, house-organs, and other direct-mail advertising. il Inland Ptr 102:66-8 Ja '39
Litho media; a demonstration of the selling power of lithography. 205p $15 Litho-media, 19 Rector st, New York '39
Offers plan for printing control; Knox applies efficiency expert's methods to paper selection, layouts, etc. Business Week p29-30 F 11 '39
Photogravure, letterpress or litho? E. Schultz. Inland Ptr 103:87 S '39
Printer's mailing piece. Inland Ptr 104:35-7 O '39 [cont monthly]

Return cards

Printed postage indicia and business reply forms. T. M. Rodlum. il Ptr Ink Mo 38:10-11+ My '39

Returns

Is your mailing going to be a success? pictograph. Sales Management 44:28 Ap 20 '39
More than 55% replies; American lead pencil company letter and questionnaire. J. S. Scherer. Ptr Ink 188:15-16 Ag 11 '39
Proof of advertising's worth; Ritter's ray units. Ptr Ink Mo 38:24 My '39

Statistics

1938 direct mail. L. J. Raymond. Ptr Ink 186:144+ Ja 26 '39

Testing

At last! a formula for determining size of mailing list tests; statistical guide for direct-mail advertisers. E. B. Pope. Ptr Ink 189:17-20+ O 20 '39
How letters can be tested and accurate forecast of results made. E. B. Pope. Ptr Ink 185:26-7, 30+ D 8 '38
Pre-tested mail campaign; Central manufacturers' mutual insurance company, Van Wert, Ohio. il Ptr Ink Mo 38:15 Mr '39

ADVERTISING, National

Advertisers plus; super-markets' vigorous promotion of national brands basic cause of their growth. M. M. Zimmerman. Ptr Ink 185:17-19+ D 22 '38
Age and income of those who buy; supplement to Magazine homes and branded merchandise. 61p Macfadden publications, New York '38
Chains and brands battle. C. G. Daughters. Adv & Sell 31:80-1 D '38
Consumer movement; reports to executives. il Business Week p39-52 bibliog(p51) Ap 22 '39
18-million outlay, 14 million replies; tabulation of inquiry costs and results shows how 114 national advertisers deal with attention. W. T. Laing. Ptr Ink 188:11-12, 71-2, 74-6 Jl 28 '39
From scratch to a $3,000,000 sales volume in 21 months; Shulton, inc., makers of Early American old spice toiletries. il Sales Management 44:30+ Je 15 '39
Lot of brands bring Williams a lot of customers to his supermarkets. O. R. Tyson. il Am Business 9:21-2 O '39
Magazine homes and branded merchandise; a study of magazine-reading families as users of nationally advertised products and brands, and comparison with non-magazine homes. 58p Macfadden publications, New York '37
Steel company grows great with help from consumer advertising; Armco addresses itself for 25 years to public, with business papers doing spade-work. W. E. McFee. il Ptr Ink 187:9-11, 49-50 Je 22 '39
Super-markets, et al; the age of brand susceptibility. Ptr Ink 185:95-7 D 1 '38
These stores build volume with advertised brands. Am Business 9:34 Ag '39
This plan sells by helping customers sell; Celotex flexible program ties in with national advertising. M. Greenwood. il Ptr Ink 189:20-3 O 27 '39
Whitman's is unique; consistent advertising has helped it become the only manufacturer of nationally distributed box candy. L. L. McIlhenney. Ptr Ink 186:11-14+ Mr 23 '39

See also
Advertising appropriations
Advertising campaigns

Local tie-in

Localized copy; how Buick gets results from hooking up company's name and prestige with dealerships. W. B. Faber. il Ptr Ink 186:25-6 Mr 9 '39
Localized, yet national; American radiator company conducts general newspaper program with individual appeal. Ptr Ink 186: 32+ Ja 5 '39
National advertising drive in newspapers is based on localized appeals; Ward baking company. W. B. Faber. il Ptr Ink 185:21-2 D 15 '38

Statistics

See Advertising—Statistics

ADVERTISING, Outdoor

Arnold starts outdoor quiz. Ptr Ink 187:80 Ap 27 '39
Can illuminated signs be decorative? summary of a discussion. Light & Lighting 32: 140-1 Jl '39
Codfish tails; discusses anti-billboard propaganda. C. W. Carter. Ptr Ink 186:73-7 Mr 2 '39
Outdoor ad probe; U.S. begins investigation on West coast. Business Week p37-8 Ap 29 '39
Outdoor winners. il Ptr Ink 189:65+ N 10 '39
Survey in typical market shows dealers weak in sign display; outdoor store signs and road signs in and near Peoria, Ill. Sales Management 44:64+ My 1 '39

See also
Billboards
Electric signs
Posters

ADVERTISING, Point-of-sale

Catalog and counter display in one; Chatham manufacturing company. il Ptr Ink Mo 38: 12+ My '39
Follow-through; discussion of vital point-of-sale advertising. C. B. Larrabee. il Ptr Ink 188:23-6 S 15 '39
Integrating displays with other parts of the campaign. il Ptr Ink Mo 39:14-15 N '39
Put their product on cards to sell to chain stores. S. Kaplan. il Inland Ptr 103:29-30 Jl '39
Snapped in a department store; photographs of displays, Abraham & Straus store, Brooklyn. Ptr Ink Mo 38:10-11 Je '39

ADVERTISING, Point-of-sale—*Continued*
Tested display ideas, comp. by the editors of Printers' ink. 198p $2 McGraw-Hill '38

See also
Labels
Show cards
Signs, Dealers'

ADVERTISING, Political. See Political advertising

ADVERTISING, Radio. See Radio advertising

ADVERTISING, Soliciting of
After hours; suggests that publishers include three kinds of practical information. F. W. Luttmann. Ptr Ink 187:6 Je 8 '39
Big ones from little ones. Ptr Ink Mo 38:27 Ja '39
Defense of media selling. Adv & Sell 32:144 F 15 '39
Racket in media salesmanship. G. R. Hart. Adv & Sell 32:58 Ja '39
Things to know as basis for successfully selling space to an agency. R. A. Dunne. Ptr Ink 188:19-20 Ag 18 '39
Women to sell Jack and Jill space. Ptr Ink 187:20 Je 22 '39

See also
Audit bureau of circulations

ADVERTISING, State. See State advertising

ADVERTISING, Telephone
Telephone time service: a new medium. L. Winner. il Adv & Sell 32:38+ N '39

ADVERTISING, Trade union
Labor advertises; New York Post carries nearly six pages of union copy as World's fair opens. Business Week p36 My 6 '39

ADVERTISING agencies
Ad-woman Frickelton. Sales Management 44: 54 Ap 1 '39
Address for Gettysburg; [agency executive presents plans to client's directors] reprinted from Printers' ink monthly, May 1926. N. Clarey. Ptr Ink Mo 38:13-14+ F '39
Agencies on carpet; Federal trade commission would hold them liable for copy. Ptr Ink 186:19-20 F 23 '39
Agency co-op; Continental agency network. Sales Management 45:52 Jl 15 '39
Arndt brothers. Sales Management 44:72 Je 15 '39
History of an advertising agency; N. W. Ayer & son at work, 1869-1939. R. M. Hower. 652p $4 Harvard univ. press '39; Review. Ptr Ink 189:75, 78-9 O 6 '39
NAAN cooperative. Sales Management 45: 60-1 N 1 '39
No men need apply; Gleason advertising agency, Detroit. Sales Management 45:62 Ag 15 '39
Things to know as basis for successfully selling space to an agency. R. A. Dunne. Ptr Ink 188:19-20 Ag 18 '39
What factors influence the placing of an advertising account? study of more than 200 advertising accounts. J. A. Murphy. Sales Management 44:18-20+ Mr 1; 25-6+ Mr 15 '39
Why an agency; advertising manager writes to the boss. Ptr Ink 185:58, 62+ D 8 '38

See also
Advertising, Soliciting of

Advertising
Callaway Call. Sales Management 44:48 F 1 '39

Client relations
Another public relations job. Ptr Ink Mo 39: 30 Jl '39
Eight years of account turnover; analysis of agency changes of the 150 largest advertisers. R. I. Elliott. Adv & Sell 32:17-18 N '39
O.K. with corrections; a travesty on agency's consultation with client. C. L. Whittier. Ptr Ink Mo 38:9, 49 Je '39

Commissions
After hours; why doesn't the agency business ask for additional percentage based on sales? F. G. Hubbard. Ptr Ink 188:6 Jl 14 '39; Discussion. 188:6, 67-8 Jl 28 '39
How 15% agency commission is being made to fit in with needs of today. P. H. Erbes, jr. Ptr Ink 187:15-16, 75-9 Je 8 '39
That commission argument. J. M. Korn. Ptr Ink 188:56 Ag 4 '39

Employees
Gal in search of an agency job. E. Dennison. Adv & Sell 32:50+ Mr '39
Glitter of big-town agency jobs. D. M. Wright. il Adv & Sell 32:90+ F 15 '39

Fee system
Cowan & Dengler adopts fee system. Sales Management 45:50 S 1 '39
Cowan & Dengler fee system; set fee per annum. Sales Management 45:78-9 N 15 '39

Law
Can ex-employee legally go after agency's accounts? two divergent opinions. D. Livingston; J. Schultz. Ptr Ink 187:33+ Ap 6 '39
FTC hits agencies for copy adjudged misleading under Wheeler-Lea act. Business Week p18+ F 11 '39

Management
Brisacher technique. Sales Management 44: 58-9 Ja 15 '39
Complete operating plan for advertising agency sales promotion. R. Dunne. Ptr Ink 186:17-19 Mr 2 '39
Five o'clock club; problem of entertainment expense. D. M. Wright. Ptr Ink Mo 38:17 Je '39
Fragile: this end up; a study of advertising agency creative men. H. Falvey. Ptr Ink 185:30, 32-3+ N 17 '38
How agencies organize to handle today's range of service duties. P. H. Erbes, jr. Ptr Ink 187:33+ Ap 27; 69-72 My 4 '39
Let's start an agency. D. M. Wright. Adv & Sell 32:56+ Ja '39
Small-town agency; Cline advertising service, Boise, Idaho. W. Cline. Ptr Ink 186:73-4+ Mr 9 '39
Trial marriage seen as solution of small agency problem; pooling overhead and production facilities without financial merging. H. T. Kay. Ptr Ink 189:68, 71, 74 N 17 '39

Public relations
Agents à la Hollywood; pictures of advertising agencies. P. H. Erbes, jr. il Ptr Ink 187:11-14, 70+ My 25 '39

Service
Advertiser demand appears as major influence for added agency service. P. H. Erbes, jr. Ptr Ink 186:21-4+ Mr 16 '39
Advertiser now has choice of four major models in agency service. P. H. Erbes, jr. Ptr Ink 186:55-6, 58-60 Mr 30 '39
Advertising agent faces era of opportunity and of challenge. P. H. Erbes, jr. Ptr Ink 188:23-4, 64-8 Jl 21 '39
After hours; agency and client's public relations program. J. T. Chirurg. Ptr Ink 186:6 Mr 23 '39
Agency service is expanding into broader range of marketing functions. P. H. Erbes, jr. Ptr Ink 186:11-14+ Mr 9 '39
Cowan & Dengler fee system; set fee per annum. Sales Management 45:78-9 N 15 '39
Erwin, Wasey agency to test products. Ptr Ink 189:76 O 13 '39
Five o'clock club; what constitutes complete agency service? D. M. Wright. Ptr Ink Mo 39:9 S '39
How agencies organize to handle today's range of service duties. P. H. Erbes, jr. Ptr Ink 187:33+ Ap 27; 69-72 My 4 '39
How much service shall we give? wide difference in agents' views. P. H. Erbes, jr. Ptr Ink 186:65-6+ Mr 23 '39
153 advertisers seek 152 service patterns from their agencies. P. H. Erbes, jr. Ptr Ink 189:21-4+ N 10 '39

ADVERTISING agencies—Service—*Continued*
28 answers to the question, what does an agency do? il Adv & Sell 32:35 Ag '39
Wider use of agencies in marketing affairs shown by P.I. study. P. H. Erbes, jr. Ptr Ink 189:11-14+ O 27 '39

Space buyers

After hours; space buyer does owe the space seller intellectual honesty. R. S. Rimanoczy. Ptr Ink 187:6 My 25 '39
Business papers of tomorrow. M. P. Hanford. Adv & Sell 32:36+ F 15 '39
Gallery: Ben Duffy. H. Powel. Adv & Sell 32:48, 50+ Je '39

ADVERTISING agency network, National. See National advertising agency network

ADVERTISING allowances
Why Maytag insists on paying national advertising rate to 600 newspapers. R. A. Bradt. il Ptr Ink 189:15-18 O 13 '39

ADVERTISING and bankers
See also
Bank advertising

ADVERTISING and employees
Employee as copy theme; bank newspaper program gives ideas about public relations promotion. il Ptr Ink 187:24-6 My 25 '39
School for foremen; Armstrong Cork gives production men week's intensive course in advertising. Ptr Ink 185:33+ D 1 '38

ADVERTISING and sales
Siamese twins; sales and advertising must work together; plan for co-ordination. H. Simmons. Ptr Ink 185:19-20 D 15 '38

ADVERTISING and salesmen
After hours; salesmen's suggestions to advertising department. R. F. Degen. Ptr Ink 188:6 Ag 25 '39
Big pencil wins attention. il Ptr Ink Mo 38:16 Je '39
Check list on sales jobs you can do with direct advertising. H. B. Fuller. il Sales Management 44:52+ Je 15 '39
Circulation drive; Celotex salesmen obtain 40,000 readers for company magazine. il Ptr Ink 187:23-4 Ap 6 '39
Ease the prospect's way; and, in your advertising, leave something for the salesman to tell; Nash engineering company. G. B. Wright. il Ptr Ink 187:17-20 Je 8 '39
40 uses, compactly packed, for industrial advertising. A. H. Little. il Ptr Ink 187:19-22 Je 29 '39
How sales and advertising can unite in using 15 identical elements. H. Simmons. Ptr Ink 185:15-17 N 17 '38
How sales and advertising managers can unite to help salesman. H. Simmons. Ptr Ink 185:33, 36+ D 29 '38
How to unite sales and advertising plans. Ptr Ink 188:26, 30+ Jl 14 '39
Miracle or method? American chain and cable company sold advertising to distributors' salesmen. J. O. Lashar. il Ptr Ink 188:21-4 S 1 '39
Salesmen get back of this advertising because they help prepare it; Gardner-Denver company. P. B. Spann. Ptr Ink 189:84-7 N 3 '39
These salesmen seldom try to obtain sales; selling out of the store rather than into the store increased volume for Cellucotton products. H. A. Jost and L. E. Meyer. Ptr Ink 185:11-12+ D 1 '38
Visualizer helps salesmen see worth of ad campaign. il Sales Management 43:50 D 1 '38

ADVERTISING and war
Advertisers shun war theme in current copy. E. Peterson. il map Ptr Ink 188:19-22+ S 29 '39
British trade bucks up; some current war advertisements. U. B. Walmsley. il Ptr Ink 188:16-18 S 15 '39
How U.S. advertisers rose to World War emergency in 1914, 1915, 1916; notes, taken from Printers' Ink files. E. Peterson. Ptr Ink 188:11-15, 78-80 S 15 '39
Magazines, 1914-1921. Ptr Ink 188:66-70, 72 S 29 '39
War copy. il Ptr Ink Mo 39:10-11 N '39
What advertising will do. Business Week p40-1 S 16 '39
Why keep on advertising when oversold? case histories from World war times. E. Peterson. Ptr Ink 189:25-6+ O 20 '39

ADVERTISING appropriations
Basis for bigger 1939 budgets. W. Chevalier. Adv & Sell 31:30-2 D '38
Budgets for state advertising. S. S. Bowman. Adv & Sell 32:41-3 Mr '39
List of magazine advertisers ranking as one of the seventy-five leaders in any one year, 1913-1921 inclusive, with their expenditures during the complete period. Ptr Ink 188:67-70, 72 S 29 '39
1938 advertisers; expenditures for magazines, radio and farm publications for 1937 and 1938 tabulated by name of company. Ptr Ink 186:57-9+ Ja 26 '39
1939 check list for advertising managers. C. Norton. Ptr Ink 185:11-14 D 22 '38
Railroad advertising budgets, '38-'39. F. Snow. il Adv & Sell 32:46-7+ Je '39
Salary: less than $2,500; book review turns into philippic on wages of industrial advertising managers. A. H. Little. Ptr Ink 186: 55-6, 58-60 Ja 5 '39
Stealing from advertising fund cuts down its power to build sales. C. B. Larrabee. Ptr Ink 187:11-12, 78-9 Je 1 '39
Tobacco and motors lead list of 100 biggest newspaper advertisers in 1938. Ptr Ink 188: 25-6 S 1 '39
Which puts more power in advertising, your money or your appeal? evidence from cigaret advertising. M. Wiseman. il Adv & Sell 31: 36-40 D '38
See also
Advertising—Accounting

ADVERTISING art
Advertising art, 1939; 18th annual exhibition, New York. il Adv & Sell 32:48-56 Ap '39
Art directors club awards. Ptr Ink 186:60-1 Mr 30 '39
Commercial art. C. E. Wallace. rev ed 236p $3 McGraw-Hill '39
Design; the new grammar of advertising. J. T. Mangan. il Ptg Art 68 no 2:37-103 '39
Elmer Jacobs; contributions to calendars, booklets, house-organs, and other direct-mail advertising. il Inland Ptr 102:66-8 Ja '39
17th Art directors annual of advertising art. 173p $5 Longmans '39
STA 12th annual exhibition; design in printing. il Ptg Art 68 no 1:31-94 '39
Some things artists should know about reproduction. P. Seitlin. Ptr Ink Mo 39:60-1 Ag '39
See also
Advertisements, Pictorial

ADVERTISING as a profession
Advertising as a career; a vocational guide. M. O'Dea. 28p Mark O'Dea, 400 Madison av, New York '39
Advertising as an occupation. E. W. Davis. 48p bibliog(cover) pa 50c Science research associates, 600 S. Michigan av, Chicago '39
Advertising careers for women. B. Clair and D. Dignam, eds. 268p $2.50 Harper '39
After hours; advertising has not attained status of a profession. E. L. Pelletier. Ptr Ink 188:6 S 15 '39
Glitter of big-town agency jobs. D. M. Wright. il Adv & Sell 32:90+ F 15 '39
It's a woman's business. E. Hamburger. 300p $2.50 Vanguard press, New York '39
Sales apprenticeship for advertising. H. Metz. Adv & Sell 32:56+ Jl '39
So, Miss Dignam believes only some women have made good in advertising. E. Wolf. Ptr Ink 187:69+ My 11 '39
Some women have made good in advertising, but as to others—. D. Dignam. Ptr Ink 187: 15-18 Ap 27 '39
See also
Advertising agencies
Advertising copy writers
Advertising ethics
Advertising managers

ADVERTISING associations
Conventions. Published in weekly numbers of Printers' ink

ADVERTISING awards
Advertising awards for 1938. Ptr Ink 186:25-6 F 16 '39
Advertising awards in review. G. L. Sumner. Adv & Sell 32:77, 80 F 15 '39
Annual advertising awards, 1938. il Adv & Sell 32:33-76 F 15 '39
Annual advertising awards, 1939; announcement. Adv & Sell 32:31-2 O '39
Art directors' awards. il Ptr Ink Mo 38:16 My '39
Art directors club awards. Ptr Ink 186:60-1 Mr 30 '39
Building and loan copy awards. Ptr Ink 185:74 D 1 '38
Export advertising awards. Ptr Ink 189:79-80 O 20 '39
Outdoor awards. il Ptr Ink 185:73, 76 N 17 '38
Outdoor winners. il Ptr Ink 189:65+ N 10 '39
Pick year's best ads. il Business Week p30-1 F 18 '39
Public utilities awards. Ptr Ink 187:72+ Je 22 '39
Rebel viewpoint on the annual advertising awards; with editorial comments. C. Bowles. Adv & Sell 32:44-6+ My '39
Servel inc. wins award for best direct mail. Refrig Eng 38:299 N '39
Wolf awards. il Ptr Ink 186:60-1 Mr 2 '39
Wolf awards, 8th annual. il Ptr Ink Mo 38:38 Mr '39
See also
Radio advertising—Awards

ADVERTISING campaigns
Advertising campaigns. Published in semi-monthly numbers of Sales management
Best-seller is born; campaign behind Country lawyer. H. J. Kelly. il Ptr Ink 189:79-82 N 3 '39
Bostonian shoe advertising is revolutionized after survey among 5,000 men. R. Giles. il Ptr Ink 188:25-6, 30, 32 S 22 '39
Dealer program notes; ten phases of Pepperell's new sheet music promotion for January white sales. il Ptr Ink 185:72, 74-5 D 15 '38
Follow-through; discussion of vital point-of-sale advertising. C. B. Larrabee. il Ptr Ink 188:23-6 S 15 '39
Friendly copy; Oakite consumer campaign. F. A. Conolly. il Ptr Ink 189:21-3 O 13 '39
Insurance company insures itself with advertising; Maryland casualty company. il Ptr Ink Mo 38:38+ My '39
Integrating displays with other parts of the campaign. il Ptr Ink Mo 39:14-15 N '39
Merchandising plan that moves huge tool line and keeps it alive. K. Freedell. il Ptr Ink 185:11-14 D 8 '38
Mickey Mouse & pals go to work for Standard oil of California; conventions open heavy drive. il Sales Management 44:28, 32+ My 15 '39
New kind of co-operative advertising; nation-wide campaign to sell toys; manufacturers, wholesalers and retailers make intensive drive in magazines and newspapers. E. Peterson. il Ptr Ink 187:17-20 Je 22 '39
New product each week; 20th Century-Fox film corp. C. E. McCarthy. Ptr Ink 188:25-6+ Ag 25 '39
Opportunity farms; Metropolitan Life, overstocked with foreclosed property, used successful merchandising plan. il Ptr Ink 189:23-4 N 17 '39
Parade of progress; program of grocery manufacturers in behalf of advertised foods. Ptr Ink 186:21-2 F 23 '39
Twenty-seven special objectives of newspaper advertising. il Ptr Ink Mo 37:19-22, 61-2+ D '38
Why family resemblance is needed in all units of an advertising program. Aesop Glim, pseud. Ptr Ink 188:78-81 Ag 11 '39
See also
Advertising, Association

Rating
Advertisers' poll on advertising. il Ptr Ink Mo 39:10-11 O '39

Special weeks
Music for sale; piano industry starts ambitious, long-pull project. Ptr Ink 187:90-2 Ap 20 '39
Sew and save week. Ptr Ink 186:58 F 23 '39
Week-parade; calendar of merchandising "weeks." Ptr Ink 185:65-6 D 29 '38

Testing
Two tested campaigns; a case study of observation, readership and identification in two campaigns for the same product; Ipana tooth paste. M. Wiseman. il Adv & Sell 32:44-6 Ap '39; Discussion (Copy clinic). E. B. Smith. 32:56+ My '39; Discussion. M. Wiseman and others. 32:72-3+ Je '39

ADVERTISING cards
See also
Show cards

ADVERTISING characters
Baby of the fine foods business. E. C. May. il Ptr Ink Mo 39:5-8+ N '39
Is Elsie a trend? A. H. Little. il Ptr Ink 188:13-16+ Jl 28 '39
Melodrama merchandising; Lone Ranger. il Adv & Sell 32:29 N '39
Mickey Mouse & pals go to work for Standard oil of California; conventions open heavy drive. il Sales Management 44:28, 32+ My 15 '39
New trade character; Evaline helps build record kid leather volume. E. A. Malloy. il Ptr Ink 188:17-20 Ag 4 '39
Zeke and the boys. C. J. Swan. il Ptr Ink 187:21-2 My 18 '39

ADVERTISING contests. See Advertising—Prize contests

ADVERTISING copy
Ad that sold a million books; Dale Carnegie's How to win friends and influence people. V. O. Schwab. il Ptr Ink Mo 39:50-2 N '39
Advertisement that is never changed; Sherwin Cody school of English. V. O. Schwab. il Ptr Ink Mo 39:10-11, 64-5 S '39
Advertisers shun war theme in current copy. E. Peterson. il map Ptr Ink 188:19-22+ S 29 '39
After hours; men who shoot straight. A. Bradbury. Ptr Ink 189:6 N 3 '39
American advertising for overseas markets. W. T. Gray. il Ptg Art 68 no 2:18-22 '39
Awards for series of advertisements most distinguished by excellence of copy. il Adv & Sell 32:63-9 F 15 '39
British trade bucks up; some current war advertisements. U. B. Walmsley. il Ptr Ink 188:16-18 S 15 '39
But what's the idea? A. F. Osborn. Adv & Sell 32:31 N '39
Cliché expert. T. H. Thompson. Ptr Ink 189:21-3 O 20 '39
Copy appeals in print and sound. H. B. Swope, jr. Adv & Sell 32:47-8 My '39
Copy clinic. E. B. Smith. il Published in monthly numbers of Advertising and selling
Cut it down to six! advertisers overrate public's mental age. P. H. Erbes, jr. Ptr Ink 188:15-18 S 29 '39
Don't condemn advertising as whole when faulty copy fails to deliver! Ptr Ink 188:11-12, 53-6 Ag 4 '39
Easy on the seasoning! D. G. Manson. il Ptr Ink Mo 38:33-4 F '39
Employee as copy theme; bank newspaper program gives ideas about public relations promotion. il Ptr Ink 187:24-6 My 25 '39
Five steps to good copy; some questions for advertising writers. J. F. Hurst. Ptr Ink 187:23-6 Je 29 '39
Good copy doesn't mean poor layout, and vice versa; 3 examples. il Ptr Ink 188:21-4 S 22 '39
Heel of Achilles in all advertising evaluation plans. C. E. Waddell. Sales Management 44:18-20 Ja 15 '39

ADVERTISING copy—*Continued*

How to escape prowling in blind alleys with picked copy writing elements. W. T. Laing. Ptr Ink 186:15-16, 69-72 F 2 '39

How to stop sales and alienate people; too much attention-getting. K. Groesbeck. Adv & Sell 32:92+ F 15 '39

Magic check list; Watkins? Watkins! Watkins /& Watkins formula; satire. M. Watkins. Ptr Ink 187:25-6, 30 Ap 6 '39

Miracles for sale; today's advertising seems to be turning from the super-colossal to the supernatural. P. H. Erbes, jr. Ptr Ink 189:15-17 N 3 '39

No hook! glaring weakness of much business-paper copy shown in this study. C. B. Larrabee. il Ptr Ink 188:11-13+ Ag 25 '39

Pre-analyzing copy. il Ptr Ink 185:17-23 N 24 '38

Quiz technique; how certain advertisers use questions and answers. D. E. Rowan. Ptr Ink 186:30, 34, 37 F 23 '39

Salesmen get back of this advertising because they help prepare it; Gardner-Denver company. P. B. Spann. Ptr Ink 189:84-7 N 3 '39

70 copy factors, tested and proved; based on advertisers' records of results; study of fifteen complete programs. W. T. Laing. il Ptr Ink 186:11-16, 73+ F 9 '39

They give you bare-knuckle copy at the Fair. J. Thompson. il Adv & Sell 32:23-5+ O '39

True or false. il Adv & Sell 31:43 D '38

Two tested campaigns; a case study of observation, readership and identification in two campaigns for the same product; Ipana tooth paste. M. Wiseman. il Adv & Sell 32: 44-6 Ap '39; Discussion (Copy clinic). E. B. Smith. 32:56+ My '39

War copy. il Ptr Ink Mo 39:10-11 N '39

Wasted copy; study reveals glaring faults. F. Egner. Ptr Ink 188:54-5 S 1 '39

What a decade of depression has done to advertising copy. J. Thompson. il Adv & Sell 32:17-20+ Ag '39

What copy testers' findings can tell the advertiser; most seen and read ads during 1938 and 1934 as cited by two rating services. il Adv & Sell 32:24-7 F '39

What happened in 1914. E. Peterson. Ptr Ink 188:16+ S 8 '39

Which puts more power in advertising, your money or your appeal? evidence from cigaret advertising. M. Wiseman. il Adv & Sell 31: 36-40 D '38

You in direct mail; personalizing to give more individual appeal. F. Egner. Ptr Ink 187:21-2 Ap 6 '39

See also

Advertisements—Testing
Advertising ethics
Sales letters
Advertisements, Humorous

Competitive copy

Pepsodent's 7 points. C. Luckman. il Ptr Ink 186:15-18 Mr 9 '39

Dealers' service

Localized copy; how Buick gets results from hooking up company's name and prestige with dealerships. W. B. Faber. il Ptr Ink 186:25-6 Mr 9 '39

Fashion appeal

Hair nets to snoodets; upswept coiffures bring advertising revival of Gainsborough. il Ptr Ink 186:21-3 Ja 12 '39

Sales ideas that are smashing volume records for Jarman shoes. il Sales Management 44: 26+ My 1 '39

Schiaparelli tie-up; the Formfit promotion built around Approved-Schiaparelli-Paris label. il Ptr Ink Mo 37:16-17 D '38

Fear appeal

Sicken 'em; sell 'em; advertising plague technique; some recent examples. Ptr Ink 188: 21-2 Jl 14 '39

Humor

See Advertisements, Humorous

Language, style, etc.

On writing down; maybe, four-letter words are not obligatory in building advertising copy for the masses. W. J. Weir. Ptr Ink 186:25-6, 30 Ja 12 '39

See also

Advertising copy writers

Limericks

Line on the limerick. P. H. Erbes, jr. Ptr Ink 185:25, 28-9 D 29 '38

Local interest

Localized copy; how Buick gets results from hooking up company's name and prestige with dealerships. W. B. Faber. il Ptr Ink 186:25-6 Mr 9 '39

National advertising drive in newspapers is based on localized appeals; Ward baking company. W. B. Faber. il Ptr Ink 185:21-2 D 15 '38

Moving picture tie-in

Trust company employs movie appeal; booklet, Judge Hardy's family. il Trusts & Estates 68:118-19 Ja '39

New York world's fair tie-in

Advertising and the New York fair. Ptr Ink 186:34 F 2 '39

News interest

Historic advertisements of 1938. il Adv & Sell 32:30-4 Ja '39

Pleasure appeal

New copy; sales up 55%; Nash advertising theme stresses pleasure angle rather than mechanical qualities. Ptr Ink 186:25-6 Mr 16 '39

Premium offers

Double-barreled; combination premium offer makes hot cereal sales jump. Ptr Ink 185: 43-4 D 22 '38

Premium deal as sales promoter; newspaper advertising coupled with premium plan opens new markets for Mrs Filbert's margarine. il Ptr Ink Mo 38:58 Ap '39

20 check points in advertising premiums. il Ptr Ink Mo 39:55-6, 58+ S '39

Quality appeal

Comic strip advertising is changed to quality, with same basic sales ideas; story of Coppus steam turbines. E. Kundig. il Ptr Ink 188:17-20 Jl 21 '39

Fashions and mattresses; national advertising program of Spring-air co. il Ptr Ink 188:21-2 S 8 '39

How Café Rico finessed its way into our competitive coffee market. M. T. Fisher. il Sales Management 45:22-4 Jl 1 '39

Look who's here! Sweet-Orr, famous for overalls, now features sportswear. E. Peterson. il Ptr Ink 188:11-13+ Ag 11 '39

Not for inquiries; industrial-advertising program that sells prestige and reputation; Combustion engineering company. C. McDonough. il Ptr Ink 187:21-4+ Je 22 '39

Why Guernsey premium milk sales are showing steady gains. il Sales Management 44: 53-4 My 15 '39

Reason appeal

Product advertising, steadily done, lifts selling out of competitive class; Frigidaire superiority advertised and sold. F. R. Pierce. il Ptr Ink 187:11-14, 79-80 Je 29 '39

Revision

After hours; clients' criticisms and revisions of copy. S. R. Hall. Ptr Ink 189:6 N 17 '39

Specialization

Unbroken chain; 30 years of Oakite advertising. C. J. Swan. il Ptr Ink 188:9-11, 60-1 Jl 21 '39

Teaser copy

Buyers were all agog. il Ptr Ink Mo 39:45 S '39

ADVERTISING copy—Teaser copy—*Continued*
Fuel salesmen carry real fire to clinch briquet sales claims; Seattle gas co.'s dramatic demonstration in 100,000 Seattle homes. il Sales Management 43:46 N 15 '38
Mystery product; sold to jobbers without salesmen or buyers knowing what it was; Sunnen piston expander. A. M. Howe. il Ptr Ink 185:15-16 D 22 '38

Testimonials

Automatic good-will; Humble Oil uses postal cards to get comments on service. il Ptr Ink 186:37, 40 Mr 23 '39
Should you hitch your business to a star? L. M. Hughes. Sales Management 44:22-4 Mr 1 '39

Testing

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AMERICAN automobile association
Driver training opens new markets; organized instruction for adults by automobile associations. Automotive Ind 79:687+ N 26 '38

AMERICAN automobile insurance company
Analysis. Spectator (Property ed) 5:30-1 Jl 27 '39

AMERICAN bankers association
A.B.A. leaders for 1939. pors Bankers Mo 56: 56-7 Ja '39
Annual convention, 64th, Houston, Tex. Nov. 13-17. Comm & Fin Chr 147:3100-1 N 19; 7-71 sec 2 D 3 '38; Bankers M 137:498-524 D '38
Annual convention, 65th, Seattle, Sept. 24-28. Comm & Fin Chr 149:2019-20 S 30; 9-72 sec 2 O 14 '39; Trusts & Estates 69:433-8 O '39
Association year, calendar of events, portraits of officers, 1938-39. Banking 32:125-7 S '39
Banking literature expanded by useful Association studies. Banking 31:50 Ap '39
Eastern regional banking conference, New York. Comm & Fin Chr 148:1416-17, 1583-4 Mr 11-18 '39
Koeneke elected second vice president; notes on annual meeting. Bankers Mo 56:700 N '39
Notes from the convention, Houston, Nov. 14-17. Trust Companies 67:517-20 N '38
President's address; immediate task constant strengthening of banks for greater service to nation's needs. P. A. Benson. Comm & Fin Chr 149:22 sec 2 O 14 '39
President's address: Problems that confront the nation. O. W. Adams. Comm & Fin Chr 147:24-6 sec 2 D 3 '38
Regional banking conference, Columbus, Ohio, Feb. 9. Comm & Fin Chr 148:821-2, 967-8 F 11-18 '39
Regional banking conference, Minneapolis, Feb. 23. Comm & Fin Chr 148:1253-4 Mr 4 '39
Seattle congress of bankers; excerpts from speeches. Banking 32:92-3 O '39
Spring meeting of the Executive council, Hot Springs, Va. April 23-26. Comm & Fin Chr 148:2830-1 My 13 '39; Trusts & Estates 68:625-6 My '39

AMERICAN bankers association—*Continued*
Task of Association to be built around banking and business development. R. M. Hanes. Comm & Fin Chr 149:25-6 sec 2 O 14 '39; Excerpts. Banking 32:97 N '39

Clearing house round table conference
Meeting, Houston, Tex. Nov. 17. Comm & Fin Chr 147:58-62 sec 2 D 3 '38

Constructive customer relations clinic
Annual meeting, Houston, Tex. Nov. 15. Comm & Fin Chr 147:63-4 sec 2 D 3 '38

National bank division
Annual meeting, 16th, Houston, Tex. Nov. 14. Comm & Fin Chr 147:29-36 sec 2 D 3 '38
Annual meeting, 17th, Seattle, Sept. 25. Comm & Fin Chr 149:27-33 sec 2 O 14 '39

Round table conference
Meeting, Seattle, Sept. 27-28. Comm & Fin Chr 149:49-70 sec 2 O 14 '39

Savings division
Annual meeting, 37th, Houston, Tex. Nov. 16. Comm & Fin Chr 147:45-52 sec 2 D 3 '38
Annual meeting, 38th, Seattle, Sept. 25. Comm & Fin Chr 149:40-6 sec 2 O 14 '39

State bank division
Annual meeting, 22d, Houston, Tex. Nov. 14. Comm & Fin Chr 147:37-44 sec 2 D 3 '38
Annual meeting, 23d, Seattle, Sept. 25. Comm & Fin Chr 149:34-9 sec 2 O 14 '39

State secretaries section
Annual meeting, Houston, Tex. Nov. 15. Comm & Fin Chr 147:65-71 sec 2 D 3 '38
Annual meeting, Seattle, Sept. 25. Comm & Fin Chr 149:47-8 sec 2 O 14 '39

Trust division
Annual meeting, 42d, Houston, Tex. Nov. 15. Comm & Fin Chr 147:53-7 sec 2 D 3 '38
Mid-continent trust conference, 10th, Chicago. Comm & Fin Chr 149:2907-8 N 4 '39
Mid-winter conference, 20th, New York, Feb. 14-16. Trusts & Estates 68:177-234 F '39; Comm & Fin Chr 148:968-9 F 18 '39
Work of the Trust division. R. Griswold. Trust Companies 67:535-6 N '38

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Interest of the American bar association in legal aid work. R. H. Smith. Ann Am Acad 205:108-13 S '39
Professional activities; law. H. J. Gallagher. Civil Eng 9:147-9 Mr '39

Insurance section
Annual convention, San Francisco, July 10-11. East Underw 40:32, 35-6 Jl 14 '39; Ins Field (Fire ed) 68:14 Jl 13 '39; Nat Underw 43:3 Jl 13 '39; Nat Underw (Life ed) 43:3+ Jl 14 '39

Real property, probate, and trust law section
Annual meeting, San Francisco, July 10-13. Trusts & Estates 69:27-99 Jl '39
Coordinating trust law development; relation to administration of trusts. G. E. Beers. Trusts & Estates 68:29-31 Ja '39

AMERICAN Bible society
Scriptures for the masses. Fortune 19:23+ F '39

AMERICAN brake shoe and foundry company
Brass tacks for the investor; comparative studies. Barron's 19:20 F 20 '39

AMERICAN can company
Consolidated income account for calendar years 1935-38. Comm & Fin Chr 148:1017 F 18 '39
Sound stocks for income and appreciation. Mag of Wall St 64:519-20 Ag 26 '39

AMERICAN car and foundry company
Annual report, year ended April 30, 1939. Comm & Fin Chr 149:95, 129 Jl 1 '39
Brass tacks for the investor; brief analysis. Barron's 19:32 O 16 '39

AMERICAN ceramic society
Annual meeting, Chicago; with abstracts of papers. Brick & Clay Rec 94:18-27, 31 My '39
Annual meeting, 41st, April 16-22; program. Am Cer Soc Bul 18:113-41 Ap '39
Center of ceramic population. R. E. Birch. Am Cer Soc Bul 18:409 O '39
Membership roster, 1939. Am Cer Soc Bul 18: 378-400 O '39
Officers, trustees, and committees, 1939-1940; new members. Am Cer Soc Bul 18:159-65 My '39
Schedule of technical sessions, San Francisco meeting. Am Cer Soc Bul 18:237-40 Jl '39
Trustees and officers for 1939-1940. Am Cer Soc Bul 18:410 O '39

Glass division
Annual meeting, Chicago, April 16-22; with abstracts of papers. Glass Ind 20:167-78+ My '39
Annual summer meeting, 10th, Skytop, Pa., Sept. 8-10; summaries of technical papers. Glass Ind 20:359-65 O '39
Program for 41st annual meeting, Chicago, April 16-21. Glass Ind 20:133-4+ Ap '39
Proposed rules. Am Cer Soc Bul 18:22-3 Ja '39

AMERICAN ceramic society journal
Indexes to the Journal, v 21, 1938; comp. by the American ceramic society. Am Cer Soc J 21:401-11 D '38

AMERICAN chain and cable company
Moderate priced stocks. Mag of Wall St 64: 570-1 S 9 '39

AMERICAN chemical society
Boston meeting. Chem Ind 45:423-6 O '39
Boston meeting; directors' minutes, council minutes, committee reports, etc. Ind & Eng Chem News ed 17:589-606 S 20 '39
Directors' minutes. Ind & Eng Chem News ed 16:663-4 D 20 '38
Divisional officers and publication editors. Science 89:157-9 F 17 '39
Editors of the publications. Science 90:267 S 22 '39
Meeting, 97th, Baltimore, April 3-7. Ind & Eng Chem News ed 17:265-79 Ap 20 '39
Official reports for the year 1938. Ind & Eng Chem News ed 17:123-7+ F 20 '39
Plastics at Boston meeting. Mod Plastics 17: 46+ S '39
Program of the Baltimore meeting. Ind & Eng Chem News ed 17:185-201 Mr 20 '39
Program of the Boston meeting. Ind & Eng Chem News ed 17:509-26 Ag 20 '39
Society officials, committees, and student affiliate chapters. Ind & Eng Chem News ed 17:87-90 F 10 '39 [published three times a year]
Student affiliate chapters. Science 89:215 Mr 10 '39

Division of agricultural and food chemistry
Retrospect. H. A. Schuette. Ind & Eng Chem News ed 17:61-2 Ja 20 '39

Division of chemical education
Division of chemical education. W. Segerblom. Ind & Eng Chem News ed 17:309-11 My 10 '39

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Division of fertilizer chemistry of the American chemical society. F. S. Lodge. il Ind & Eng Chem News ed 17:228-9 Ap 10 '39

Division of paint and varnish chemistry
Division of paint and varnish chemistry. G. G. Sward. Ind & Eng Chem News ed 17:677 N 10 '39

Division of sugar chemistry and technology
Division of sugar chemistry and technology. F. W. Zerban. bibliog il Ind & Eng Chem News ed 17:119-21 F 20 '39

AMERICAN chemical society—*Continued*

Petroleum division

Annual meeting, 98th, Boston, Sept. 11-15; abstracts of papers. Oil & Gas J 38:30, 49-50 S 14 '39

Role of catalysts is discussed at 97th meeting. Oil & Gas J 37:29, 40-2 Ap 13 '39

Rubber division

History. E. V. Osberg. India Rubber W 101: 83-8 O '39

Meeting, Baltimore, April 4-5; abstracts of papers. Rubber Age 44:337-40; 45:34-5 Mr-Ap '39; India Rubber W 100:55-7 Ap '39

Meeting, 98th, Boston, Sept. 11-15. Rubber Age 45:343-8 S '39

New by-laws; complete text. Rubber Age 46: 35-6 O '39; Same. India Rubber W 101:55-6 D '39

Rubber chemists celebrate centenary of vulcanization at fall meeting; with list of historical exhibits. India Rubber W 101:89-96 O '39

AMERICAN chicle company

Investment clinic. J. S. Williams. Mag of Wall St 63:672 Mr 25 '39

Steady income producers. H. L. Travis. Mag of Wall St 64:188-9 Je 3 '39

AMERICAN cities power and light corporation

Annual report. Comm & Fin Chr 148:721-2 F 4 '39

AMERICAN college of life underwriters

Chartered life underwriter; how to get the degree. Nat Underw (Life ed) 42:14D N 25 '38

Professional attitude fostered. J. P. Williams. Weekly Underw 140:23, 25+ sec 2 Ap 29 '39

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Publicity problems; proceedings of the nineteenth annual convention, Pittsburgh, June 23-25, 1938. R. X. Graham, ed. 115p pa $3 R. X. Graham, Univ. of Pittsburgh, Pittsburgh '38

AMERICAN concrete contractors' association

Annual meeting, Chicago, Feb. 7-9. Concrete 47:16+ Mr '39

AMERICAN concrete institute

Annual meeting, 35th, New York, March 1-3. Eng N 122:355-7 Mr 9 '39; Rock Prod 42:58-9 Ap '39; Am Concrete Inst J 10:sup[news letter] 1-15 Ap '39

Charter, by-laws, officers and directors, committees, members, etc. Am Concrete Inst J 11:sup611-717 sec 1 S '39

New officers take the wheel. Concrete 47:33 Ap '39

President's address. J. J. Earley. Am Concrete Inst J 10:313-16 Ap '39

AMERICAN concrete pipe association

Annual meeting, 32d, San Francisco, Feb. 23-25. Rock Prod 42:72 Ap '39

AMERICAN cotton manufacturers association

Annual meeting, 43d, New Orleans. Textile World 89:52-3, 75-6 My '39; Comm & Fin Chr 148:2363 Ap 22 '39

AMERICAN cyanamid company

American Cyanamid B. Mag of Wall St 63: 638 Mr 11 '39

Companies whose first quarter earnings far exceed last year's. Mag of Wall St 64: 139 My 20 '39

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Bibliofilm service

Bibliofilm service in the Geological survey. Science 88:517-18 D 2 '38; Same. Lib J 63: 902 D 1 '38

Utilization of microfilms in scientific research. A. Seidell. Science 89:32-4 Ja 13 '39

AMERICAN drug manufacturers association

Annual meeting, 28th, Hot Springs, Va. Oil Paint & Drug Rep 135:3+ My 8; 47-52 My 15 '39

AMERICAN economic foundation

Civic unity drives in Ohio cities to emphasize primacy of confidence in industrial growth. Business Week p30 My 20 '39

AMERICAN economists council for study of branch banking

Economics group to study branch banking. Comm & Fin Chr 148:3627 Je 17 '39

AMERICAN electroplaters' society

Annual meeting, 27th, Asbury Park, June 19-22. Metal Ind 37:309-16+ Jl '39; Iron Age 143:36-9+ Je 29 '39; Steel 104:57-8 Je 26; 105:57-8 Jl 3 '39

Annual meeting, 27th; program, officers, committees, portraits. Metal Ind 37:supl1+ Je '39

AMERICAN engineering council

Annual meeting, 19th, Washington, Jan. 12-14. Mech Eng 61:176-7 F '39; Eng N 122:76-7 Ja 19 '39

Engineers and inventors asked to assist patent inquiry. Mech Eng 61:483-4 Je '39

Patent inquiry. Science 89:333-4 Ap 14 '39

Professional spirit in engineering. V. Bush. Mech Eng 61:198 Mr '39; Same. Elec Eng 58:159-60 Ap '39

AMERICAN enterprise association

Transportation association of America forms agency to combat state socialism. Comm & Fin Chr 149:669 Jl 29 '39

AMERICAN export airlines

American export air lines; air transport to the Mediterranean. il Aviation 38:29 Mr '39

America's bid for supremacy in transatlantic air travel. T. P. Hay. il Aero Digest 35: 27+ Jl '39

Radio procedure on American export airlines. H. W. Roberts. il plan map Aero Digest 35:28-30 Jl '39

AMERICAN export lines

Stock offered. Comm & Fin Chr 147:3301 N 26 '38

AMERICAN farm bureau federation

Annual convention, New Orleans. Comm & Fin Chr 147:3843, 3847-8 D 24 '38

AMERICAN federation of actors

Actors' union quarrel over finances; A.F.L. may set up a new union. Business Week p33 Jl 1 '39

AMERICAN federation of labor

A.F. of L. Executive council says government spending has failed to solve unemployment; proposes amendments to National labor relations act. Comm & Fin Chr 148:966-7 F 18 '39

American federation of labor has been favored by NLRB, according to Columbia law review. Comm & Fin Chr 147:3391 D 3 '38

Annual convention, 58th, Houston, Tex. Oct. 3-13. Monthly Labor R 47:1034-8 N '38

Annual convention, Cincinnati. Comm & Fin Chr 149:2454 O 21 '39

Labor board vs. labor act. W. Green. Fortune 19:79+ F '39

Organized labor and agriculture; formal statement by executive council. A.F. of L. and meeting of Farm institute, Des Moines. Nat City Bank p33-5 Mr '39

President Roosevelt sends plea for labor peace to American federation of labor; William Green ready for peace talk. Comm & Fin Chr 149:2172 O 7 '39

See also

Trade unions—United States

AMERICAN federation of radio artists

Agencies and artists agree. Sales Management 44:62 F 15 '39

Agencies and radio talent. Ptr Ink 185:24 D 29 '38

Agreement reached. Ptr Ink 186:32 F 9 '39

Amusement unions get bigger; stage, screen, and broadcasting are organized. Business Week p22+ Ja 21 '39

New radio strike conference. Ptr Ink 186:50 F 2 '39

Radio strike delayed. Ptr Ink 186:139-40 Ja 26 '39

AMERICAN fidelity and casualty company

Analysis. Spectator (Property ed) 5:30-2+ O 19 '39

AMERICAN finance conference

Annual convention, 5th, Chicago. Comm & Fin Chr 147:3248 N 26 '38

AMERICAN fire and casualty company
Analysis. Spectator (Property ed) 5:30-1 S 7 '39

AMERICAN flange and manufacturing company
F.T.C. on job again; American flange & manufacturing company patent license and service agreement. Ptr Ink 185:58-9 D 29 '38

AMERICAN foreign insurance association
20th anniversary. Weekly Underw 139:1076 N 26 '38

AMERICAN foundrymen's association
Annual meeting, 43d, Cincinnati, May 15-18. Steel 104:23-5, 69-71 My 22; 57-8, 60+ My 29 '39; Iron Age 143:32-8 My 25 '39; Foundry 67:26-9+ Je; 44+ Jl '39
Convention plans, committees, program, medal awards. Foundry 67:26-35+ My '39
Elects directors. Foundry 67:50 Je '39

AMERICAN gas and electric company
Brass tacks for the investor; brief analysis. Barron's 19:20 My 8 '39
Earnings, 1936-38. Comm & Fin Chr 148: 3210-11 My 27 '39
Integration plan. Comm & Fin Chr 147:3444-5 D 3 '38
Plan would maintain present system. Elec W News ed 110:1661 D 10 '38

AMERICAN gas association
Annual meeting, 21st, New York, Oct. 9-12. Gas Age 84:21-37 O 26 '39; Am Gas Assn Mo 21:371-94, 398-408, 411-16 N '39; Am Gas J 151:9-26 N '39; Oil & Gas J 38:30 O 12 '39; Steel 105:78 O 16 '39
Association leaders; portraits. Gas Age 84:53 O 12 '39
Distribution conference, 16th, Chicago, April 17-19. Gas Age 83:14-16 My 11 '39; Am Gas Assn Mo 21:236-8 Je '39
Engineers and chemists organize for 1939; committee meetings, New York, Nov. 16-18. Am Gas Assn Mo 20:452-3 D '38
Gas projects a rising sales curve; A.G.A. commercial section plans for 1939. F. X. Mettenet. il Gas Age 83:45-6+ Ja 19 '39
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Jury report, American gas association competition for completed houses; with views, plans, construction outlines. Arch Forum 71:313-38 O '39
Personnel program. P. W. Herring. Am Gas Assn Mo 20:423-4 D '38
Technical activities in the year ahead. F. M. Goodwin. il Gas Age 83:43-4+ Ja 19 '39
Your association. C. N. Lauer. Am Gas J 151: 14-15 N '39; Same. Am Gas Assn Mo 21: 381-2+ N '39

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Dedicate new home for gas laboratories in Los Angeles. il Am Gas Assn Mo 21:344-5 O '39
Few minutes with the testing laboratories. Am Gas Assn Proc 1938:47-8
Laboratories' staff represents many technical schools. il Am Gas J 151:33 Ag '39; Same. Am Gas Assn Mo 21:326 S '39
New equipment facilitates approval testing. F. E. Vandaveer. il Am Gas Assn Mo 21: 78-9 F '39
Plan new Pacific Coast branch laboratories. Am Gas Assn Mo 21:286 Jl-Ag '39
Testing laboratories now produce synthetic coke oven gas. H. F. Butze. il Am Gas Assn Mo 21:157-9 Ap '39

Industrial gas section
Industrial gas section rolls up its sleeves for 1939. H. W. Smith. Am Gas Assn Mo 21:71-3+ F '39
Meeting, Cleveland, March 27-28. Gas Age 83: 30-2 Ap 13 '39; Am Gas Assn Mo 21:194-6 My '39; Am Gas J 150:54-6 My '39
Your stake in the Industrial gas section's activities. F. H. Trembly, jr. Am Gas Assn Mo 21:298-300+ S '39

Natural gas department
Aims, ideals and methods of the Natural gas section. E. H. Poe. il Am Gas Assn Mo 21: 74+ F '39
Annual meeting, Atlantic City. Am Gas Assn Proc 1938:105-30
Convention headliners; portraits. Am Gas Assn Mo 21:164-5 My '39
Meeting, Tulsa, May 8-11. Oil & Gas J 37: 20-2 My 11; 38:49 My 18 '39; Am Gas Assn Mo 21:203-7, 230 Je '39; Gas Age 83:18-22+ My 25 '39; Am Gas J 150:17-20 Je '39

AMERICAN gear manufacturers' association
Annual meeting, 23d, Virginia Beach, May 15-17. Iron Age 143:49-52 My 25 '39; Steel 104:27-9 My 22 '39; Am Mach 83:416g-416h My 31 '39; Mach 45:703 Je '39
Semi-annual meeting, 22d, St Joseph, Mich. Oct. 16-18. Iron Age 144:70 O 26 '39; Steel 105:66, 69 O 23 '39; Am Mach 83:922h N 1 '39; Mach 46:193 N '39

AMERICAN general corporation
Report for 1938. Comm & Fin Chr 148:871 F 11 '39
Sale of General investment corp. stock to International equities corp. rescinded. Comm & Fin Chr 149:96 Jl 1 '39

AMERICAN geographical society
Awards. Science 90:11-12 Jl 7 '39
Exhibit. Science 89:551-2 Je 16 '39
Medals of the American geographical society for 1938. Science 88:541 D 9 '38
Meeting; J. K. Wright appointed director, etc. Science 88:610 D 30 '38

AMERICAN guild of variety actors
Actors' union drama; new organization. Business Week p28-9 Jl 29 '39

AMERICAN hardware manufacturers' association
Annual meeting, Atlantic City, Oct. 16-19. Steel 105:21-2 O 23 '39

AMERICAN home products corporation
For profit and income. Mag of Wall St 64:348 Jl 15 '39
Steady growth. F. H. McConnell. Barron's 19:20 Ag 21 '39

AMERICAN hot dip galvanizers association
Annual meeting, 4th, New York, Feb. 14-15. Steel 104:27 F 20 '39

AMERICAN industrial hygiene association
Organization meeting; officers elected. Safety Eng 78:33-4 Jl '39

AMERICAN institute of actuaries
Annual meeting, Chicago. East Underw 40: 5+ Je 2; 6 Je 9 '39; Ins Field (Life ed) 68: 10-11 Je 9 '39; Nat Underw (Life ed) 43:1+ Je 2; 1+, 2+ Je 9 '39; Weekly Underw 140: 1149+ Je 3 '39
Fall meeting, Chicago. East Underw 40:3+ N 10 '39; Ins Field (Life ed) 68:10-11 N 10 '39; Spectator (Life ed) 143:12 N 9 '39; Weekly Underw 141:990 N 4 '39

AMERICAN institute of architects
Annual convention, 71st, Washington, D.C. Arch Rec 86:9-10+ O '39; Comm & Fin Chr 149:2020 S 30 '39
Engineers can learn fairness from architects in preparing specifications. Eng N 122:653 My 11 '39
Greater A.I.A.? A. B. Holmes. Arch Forum 69:sup18-19 N '38
Professional activities; architecture. F. P. Sullivan. Civil Eng 9:145-7 Mr '39

AMERICAN institute of banking
Annual convention, Grand Rapids, Mich. June 5-9. Comm & Fin Chr 148:3463-4, 3632 Je 10-17 '39
Report on trust discussions at convention, Grand Rapids, Mich., June 5-8. Trusts & Estates 68:729-46 Je '39

AMERICAN institute of chemical engineers
Institute discusses research activities at annual meeting, Philadelphia. Oil Paint & Drug Rep 134:5+ N 14 '38
Semi-annual meeting, Akron, Ohio. Oil Paint & Drug Rep 135:3+ My 22 '39

AMERICAN institute of electrical engineers
Annual winter meeting, New York, Jan. 23-27. Elec W 111:279-80, 401-8+ Ja 28-F 11 '39; Elec Eng 58:123-8 Mr '39; Power Pl Eng 43:195-8 Mr '39
Index to transactions, volumes 41 to 57, 1922 to 1938 inclusive. 156p $3 The institute, 33 W. 39th st, New York '39
Officers and committees for 1939-40; with directory of student branches and local sections. Elec Eng 58:400-4 S '39
Report of the board of directors. Elec Eng 58:305-17 Jl '39
Section and branch activities annual report for 1938-39. Elec Eng 58:268-71 Je '39
Standards activities in AIEE and ASA. H. E. Farrer. Elec Eng 58:164 Ap '39
Summary of local activities reported by Sections committee. Elec Eng 58:436-7 O '39
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Summer and Pacific Coast meeting, San Francisco. Elec W News ed 112:110-11, 116-17 Jl 8 '39; Elec West 83:30-1 Jl '39; Elec Eng 58:350-5 Ag '39
Value of the AIEE to electrical engineers. J. C. Parker. Elec Eng 57:506-7 D '38

AMERICAN institute of marine underwriters
American institute of marine underwriters. W. D. Winter. Weekly Underw 140:27+ sec 2 My 27 '39
British underwriters present silver gift. East Underw 40:31 Je 16 '39

AMERICAN institute of mining and metallurgical engineers
Annual meeting, New York, Feb. 13-16. Steel 104:15-16, 68-70 F 20; 46+ F 27 '39; Iron Age 143:38-45 F 23 '39; Metal Prog 35:244-6 Mr '39; Min & Met 20:154-64 Mr '39; Eng & Min J 140:72-3 Mr '39
Awards. Science 89:173 F 24 '39
Functions and procedure of the papers and publications committee. S. H. Dolbear. Min & Met 20:267-8 My '39
Institute during 1938. D. C. Jackling. Min & Met 20:97-100 F '39
Meeting, Los Angeles, Oct. 19-20. Oil & Gas J 38:31, 134, 136-7 O 26 '39
Pacific Coast members of the Petroleum and Industrial minerals divisions meeting, Los Angeles, Oct. 20-21. Min & Met 19:533-4 D '38
Regional meeting, San Francisco, July 10-15. Min & Met 20:389-92 Ag '39

Coal division

Annual meeting, New York, Feb. 12-16. Coal Age 44:70+ Mr '39

Institute of metals division

Annual meeting; summaries of papers. Iron Age 143:44-5 F 23 '39
Fall meeting, Chicago. Steel 105:17-18, 66-8 O 30 '39

Iron and steel division

Fall meeting, Chicago. Steel 105:17-18, 66-8 O 30 '39

Petroleum division

Annual meeting, New York. Nat Pet N 31: 27-8 F 15; 21 F 22 '39; Oil & Gas J 37:44-9, 55+ F 23 '39
Fall meeting, Galveston, Oct. 5-7. Min & Met 20:518-19 N '39
Fall meeting, Galveston, Oct. 5-7; abstracts of papers. Oil & Gas J 38:31-2 O 12; 52, 55-6 O 19 '39

AMERICAN institute of steel construction
Annual meeting, 17th, New York, Oct. 17-18. Eng N 123:518 O 26 '39; Iron Age 144:68-9 O 26 '39; Steel 105:17-20 O 23 '39

AMERICAN institute of the city of New York
American institute of the city of New York and the American association for the advancement of science; affiliation, etc. Science 89:74 Ja 27 '39

AMERICAN institute science and engineering clubs
Nation-wide junior science clubs. C. A. Federer, jr. Science 88:526 D 2 '38

AMERICAN international corporation
Annual report; income account for calendar years 1935-37. Comm & Fin Chr 148:429 Ja 21 '39

AMERICAN investment company of Illinois
Preferred stock offered. Comm & Fin Chr 149:96-7 Jl 1 '39

AMERICAN iron and steel institute
Annual meeting, 48th, New York. Steel 104: 15-17 My 29 '39; Iron Age 143:48-53+ Je 1 '39; Blast F & Steel Pl 27:572-3+ Je '39

AMERICAN league for peace and democracy
President Roosevelt censures action of Dies committee in publishing list of mail and membership members. Comm & Fin Chr 149:2902 N 4 '39

AMERICAN legion
Annual convention, Chicago. Comm & Fin Chr 149:2018 S 30 '39

AMERICAN library association
S.L.A. and a reorganized A.L.A.; with members' comments. M. C. Manley. Special Lib 30:220-5 S '39

AMERICAN life convention
Address of the President. W. T. Grant. Spectator (Life ed) 143:6+ O 12 '39
Annual meeting, 34th, Chicago, Oct. 2-6. East Underw 40:3-12 O 6 '39; Ins Field (Life ed) Conv no 68:5-22 O 6 '39; Nat Underw (Life ed) 43:1-3+, 6+ O 6 '39; Nat Underw (Life ed) Conv no 43:1-24 O 7 '39; Spectator (Life ed) 143:10-13+, 16-17 O 12 '39; Weekly Underw 141:761-9 O 7 '39
Financial section meeting, Chicago. East Underw 40:3 Mr 31 '39; Ins Field (Life ed) 68: 7-9 Mr 31 '39; Nat Underw (Life ed) 43:4+ Mr 31 '39; Spectator (Life ed) 142:10-11+ Mr 30 '39; Weekly Underw 140:701 Ap 1 '39
Medical section meeting, 29th, Hot Springs, Va. East Underw 40:17 Je 30 '39; Ins Field (Life ed) 68:9-10 Je 30 '39; Nat Underw (Life ed) 43:1+ Je 30 '39; Weekly Underw 141:33-4 Jl 1 '39
New committees appointed. East Underw 40: 12 F 17 '39

AMERICAN locomotive company
Ninety years of locomotive building; citizens of Schenectady stage celebration. Ry Age 105:889+ D 17 '38

AMERICAN management association
Annual personnel conference, Chicago. Iron Age 143:63-4 F 23 '39
Insurance division meeting, Atlantic City. East Underw 40:33 Je 2 '39; Ins Field (Fire ed) 68:14 My 25 '39; Nat Underw 43:3+ My 25; 17 Je 1 '39; Spectator (Property ed) 4:14-15 Je 1 '39; Weekly Underw 140:1097+ My 27 '39

AMERICAN mathematical society
Establishment of a new periodical. Science 90:175 Ag 25 '39

AMERICAN medical association
A.M.A. and affiliates indicted under Sherman antitrust act. Oil Paint & Drug Rep 134:3 D 26 '38
A.M.A. did not violate Sherman anti-trust act. Ins Field (Fire ed) 68:16 Ag 3 '39
American medicine mobilizes. J. Rorty. 358p $3 Norton '39
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Use of visual education; progress of film use by banks. J. J. McCann. Banking 32:30-1 Ag '39
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Safe foundation depths for bridges to protect from scour; study of failures caused by March 1938 flood in California. R. W. Stewart. il diag Civil Eng 9:336-7 Je '39

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Physiological chemistry
Poisons
Poisons, Industrial
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Reduction, Chemical
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Oil analysis
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Dye patents
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Cast iron
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Coke-oven gas
Electric discharges
Equation of state
Flame propagation
Flue gas
Fumes
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Ontario fire marshal reports on 1938 losses, arson and underwriting. W. J. Scott. East Underw 40:28 Ja 13 '39

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Reprisal over fire insurance premium rates. Ins Field (Fire ed) 68:14-15 Mr 16 '39; Nat Underw 43:38 Mr 16 '39
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Hail policy not to prorate with federal plan. Nat Underw 42:5+ D 1 '38
Hail premiums disappointing. Nat Underw 43: 12 Je 8; 4 Jl 6 '39
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also Health and accident underwriters conference

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U.S. fidelity & guaranty co. issues new hospital policy. Nat Underw 43:45 My 25 '39

Policies

Canada has new reimbursement form for sickness. Nat Underw 43:31 F 23 '39
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INSURANCE, Hospitalization

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Associated hospital service of New York contract alteration. East Underw 40:33 O 13 '39

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Begin new hospital plan of Personal accident & health underwriters. Nat Underw 43:18 Ja 12 '39

Big market seen for hospitalization under new state laws. E. B. Whittaker. Nat Underw (Life ed) 43:5 My 26 '39

Business now being written on Bureau hospital contract. Nat Underw 43:17+ Mr 30 '39

Competitive status of hospital schemes. H. Reichgott. Weekly Underw 140:152 Ja 14 '39

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Hospitalization holds spotlight at Accident and Health mid-winter meeting. Nat Underw 43:19+ Ja 26 '39

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Unless insurer elects to make payment under facility of payment clause only executor may maintain action on industrial policy. Weekly Underw 140:261 Ja 28 '39

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Cashing in on the debit. G. K. Henshall. Ins Field (Life ed) 68:20-1 Ag 18 '39

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Casualty personal property floater is up for vote. Nat Underw 43:19 F 9 '39
Chicago agents attack change in marine rating; censure setup of personal property floater. Nat Underw 43:3+ My 4 '39
Comment on silverware in personal property floater. Nat Underw 43:29 Mr 2 '39
Good volume from personal property floater. J. Fetzer. Ins Field (Fire ed) 68:22 Mr 23 '39
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Personal property form permitted in Mississippi. Weekly Underw 139:1198 D 10 '38
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Insurance, Contractors' public liability
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Benefit societies
Insurance, Assessment
Insurance, Business
Insurance, Group
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Possible to destroy compensation's benefit; named disease laws needed; abstracts. J. D. Dorsett. East Underw 40:35 My 19 '39; Nat Underw 43:20 My 18 '39; Weekly Underw 140:1066 My 20 '39

Report on compensation trends. W. F. Roeber. Weekly Underw 139:1203 D 10 '38

Silicosis in Switzerland. F. Lang. Int Labour R 39:46-53 Ja '39

Silicosis relief plans are presented in Massachusetts. Nat Underw 42:21 D 8 '38

Tuberculosis test cases under Illinois occupational disease act are decided. Nat Underw 43:35 My 25 '39

Policies

Why prompt notice? F. A. Moeller. Safety Eng 76:49-50 D '38

Preventive work

Money invested in safety work pays big dividends. E. R. Granniss. Weekly Underw 140:775 Ap 8 '39

Rehabilitation presents big problem. Weekly Underw 140:405 F 18 '39

Rates

Base rates on compensation insurance for construction, April 1, 1938; tabulated by kinds of work and by states. Eng N 122:606 Ap 27 '39

Compensation rate changes in New York lower premiums 7%. East Underw 40:32 Je 9 '39; Ins Field (Fire ed) 68:11 Je 8 '39

Downward trend in compensation rates drawing to close; report to commissioners; abstracts. C. W. Hobbs. East Underw 40:30-1 Je 23 '39; Nat Underw 43:19+ Je 22 '39

Experience rating on the road to reform. L. S. Senior. East Underw 39:41-3 N 18 '38; Excerpts. Nat Underw 42:27 N 24 '38; Weekly Underw 139:1040 N 19 '38

New York and New Jersey revisions. Spectator (Property ed) 4:7 My 4 '39; East Underw 40:58 Ap 28 '39

New York rate revision approved. East Underw 40:33 Je 2 '39

Oil safety programs reduce insurance rates for workers. H. N. Blakeslee. Nat Pet N 31:22 O 25 '39

Rate reductions will have an effect during the year. Nat Underw 43:21 Mr 2 '39

Retrospective plan

Alternative plan for retrospective rating of long-term construction risks in New York. East Underw 40:32 N 10 '39

Bringing you up to date on retrospective rating as it exists in Texas. E. J. Gallagher. Ins Field (Fire ed) 68:22-3+ Mr 9 '39

INSURANCE, Workmen's compensation—Rates —Retrospective plan—*Continued*
Massachusetts experience on retrospective plan. F. E. Barber. East Underw 40:37 Mr 3 '39; Same. Ins Field (Fire ed) 68:14-15 Mr 2 '39; Excerpts. Nat Underw 43:19 Mr 2 '39; Spectator (Property ed) 4:8 Mr 9 '39
Massachusetts survey shows big savings under retrospective plan. Nat Underw 43:21 My 18 '39
Report. W. F. Roeber. Nat Underw 42:21 D 8 '38
Retrospective idea application in Pennsylvania. J. W. Randall. Weekly Underw 141:924 O 28 '39
Retrospective plan benefits. J. H. Eglof. East Underw 40:38 F 24 '39; Same. Weekly Underw 140:401 F 18 '39
Retrospective plan makes good, employers retain it. Nat Underw 43:21 Jl 20 '39
Retrospective rating amendments in New York become effective on July 1. East Underw 40:40 My 26 '39
Retrospective rating is common rate leveler. W. W. Greene. East Underw 40:37 S 22 '39
Retrospective rating plan for compensation risks. J. W. Randall. Weekly Underw 141: 558-61 S 16 '39; Excerpts. East Underw 40:38 S 22 '39; Nat Underw 43:25+ S 21 '39
Retrospective rating saves $203,387 for 51 employers. Management R 28:211-12 Je '39

Risks

See also
Insurance, Workmen's compensation —Industrial diseases

Self insurance

Duvin coal co., considered self-insurer, can't pay compensation. Weekly Underw 141:213 Jl 29 '39; Nat Underw 43:17 Jl 27 '39
Some aspects of self-insurance; motives, typical programs. D. Porter. il Spectator (Property ed) 4:10-14+ Ap 20; 10-15+ My 4 '39

Arkansas

Arkansas new law. Ins Field (Fire ed) 68:14 Mr 23 '39; Nat Underw 43:19+ Mr 23 '39

California

Domestics' rates; California state compensation insurance fund. Ins Field (Fire ed) 68: 25 O 19 '39

Indiana

Report on rating bureau investigation. Nat Underw 43:36 Mr 9 '39

Kentucky

Compulsory industrial cover asked in Kentucky. Weekly Underw 141:1028 N 11 '39

Massachusetts

Compulsory risk pool plan proposed. Nat Underw 43:24 Je 15 '39
Massachusetts legislative commission favors compulsory act. East Underw 40:38 F 24 '39

Michigan

Compensation bills offered. East Underw 40: 38 Ap 21 '39
May reopen many compensation cases; Michigan Supreme court decision invalidates numerous revocations. Nat Underw 43:15 Ag 10 '39; East Underw 40:29 Ag 18 '39

Minnesota

Minnesota compensation rating bureau cuts cost. East Underw 40:35 My 5 '39

New Jersey

Report of chairman and manager, Compensation rating & inspection bureau of New Jersey. A. R. Lawrence. East Underw 40:34 My 19 '39
Unique compensation award; highway department employee, killed on way to banquet, intended to transact business there. Weekly Underw 140:349 F 11 '39

New York (state)

Bills enacted. East Underw 40:37 Je 2 '39
Law revised; insurance on executive officers of corporations. East Underw 40:56 Ap 28 '39
Major activities of 1938; Compensation insurance rating board. L. S. Senior. Weekly Underw 140:242+ Ja 28 '39; Same abr. East Underw 40:40+ Ja 27 '39
New York hospitals agree on scale of compensation for care of injured workers. Spectator (Property ed) 4:9 Ap 6 '39
1938 compensation experience. East Underw 40:29 Jl 21 '39
Paint products compensation group 1st annual meeting, New York, Nov. 3; policies in New York state insurance fund. Oil Paint & Drug Rep 134:4+ N 21 '38
Retrospective amendments of New York compensation board. East Underw 40:58 Mr 17 '39
Retrospective rating amendments become effective on July 1. East Underw 40:40 My 26 '39

Ohio

Citizens tax league of Ohio reports over 3,000 Ohio employers dodging premium payments. Ins Field (Fire ed) 68:14 O 5 '39
Commission probe is asked. Nat Underw 43: 22 Ag 3 '39
Excessive fees charged in connection with the administration of the Ohio workmen's compensation law. Ins Field (Fire ed) 68: 13 Ag 10 '39
Report on Ohio state insurance fund as of December 31, 1937. East Underw 40:35+ Ap 21 '39

Pennsylvania

Insurers to make refunds due to invalidation of compensation act features. Nat Underw 43:18 My 4 '39
Scrapped; Pennsylvania's liberalized compensation act of 1937. Ins Field (Fire ed) 68:16 Je 29 '39

Switzerland

Silicosis in Switzerland. F. Lang. Int Labour R 39:46-53 Ja '39

Texas

Bringing you up to date on retrospective rating. E. J. Gallagher. Ins Field (Fire ed) 68:22-3+ Mr 9 '39
Build-up toward 1941 recommendation for a state system. Ins Field (Fire ed) 68:25 O 19 '39
Urges overhauling Texas compensation. K. E. Ashburn. Nat Underw 43:21+ Ja 26 '39

United States

Liberalization of compensation laws in twenty-five years. A. H. Reede. East Underw 40:35 Ja 20 '39

INSURANCE, Yacht. See Insurance, Motor boat

INSURANCE actuaries
Charles L. Simpson; head of National Board's Actuarial bureau. E. N. Eager. East Underw 39:63+ D 2 '38
Function of insurance actuary; abstracts. L. H. Pink. Comm & Fin Chr 147:3245-6 N 26 '38; East Underw 39:34 N 25 '38

See also
Casualty actuarial society

INSURANCE advertising conference
Annual meeting, 17th, Boston, Oct. 1-3. East Underw 40:24, 48-9 O 6 '39; Ins Field (Boston Conv Daily ed) 68:1+ O 3; 3+ O 4 '39; Ins Field (Fire ed) 68:7-9, 24-5 O 5 '39; Ins Field (Life ed) 68:10-12+ O 6 '39; Nat Underw 43:5+ O 5 '39; Nat Underw (Life ed) 43:5+ O 6 '39; Spectator (Property ed) 5:12+ O 5 '39; Spectator (Life ed) 143:15 O 12 '39; Weekly Underw 141:746+ O 7 '39
Conference active; has promoted good will and advanced standards of business. R. C. Dreher. Weekly Underw 140:32 Ja 7 '39

INSURANCE advertising conference—*Continued*
Meeting, New York. East Underw 40:3 My 19 '39; Ins Field (Fire ed) 68:7-8 My 18 '39; Ins Field (Life ed) 68:7-8 My 19 '39; Nat Underw 43:6+ My 18 '39; Nat Underw (Life ed) 43:3+ My 19 '39; Spectator (Property ed) 4:7 My 18 '39; Weekly Underw 140: 1056+, 1076 My 20 '39
Mid-year meeting, New York. East Underw 39:1+ D 16 '38; Nat Underw (Life ed) 42: 1+ D 16 '38; Weekly Underw 139:1233+ D 17 '38

INSURANCE advisers
Advice of no value; suit decided against a so-called life insurance counselor in New York city. Ins Field (Life ed) 68:15-16+ Je 23 '39
Central bureaus proposed to give advice to insured; abstracts. L. H. Pink. East Underw 40:3 Ag 11 '39; Nat Underw (Life ed) 43:6 Ag 11 '39; Weekly Underw 141: 289+ Ag 12 '39
Commissioner warns self-styled experts and advisers. A. J. Rouillard. Weekly Underw 140:909+ Ap 29 '39
Consultants make extra work for home offices. Nat Underw 43:13 Jl 6 '39
Counselors' advice mostly self-interest. L. O. Kinne. East Underw 40:17 S 22 '39
Counsellors and experimental forms of coverage. L. H. Pink. Nat Underw (Life ed) 43:3+ Je 23 '39
Counsellors' radio slurs may hit snag; Pennsylvania decision would make stations liable for slander. Nat Underw (Life ed) 43:3 F 10 '39
Insurance advisers bill is law in Massachusetts. Nat Underw (Life ed) 43:3 Ag 4 '39
Insurance debate; life company executives against insurance counselors. Business Week p22+ O 21 '39
Kavanaugh cracks down on counsellor in quick action. Nat Underw (Life ed) 43:19 Jl 28 '39
Monopoly committee hearings. East Underw 40:1+ S 1 '39; Ins Field (Life ed) 68:7-8+ S 1 '39; Nat Underw (Life ed) 43:1, 11+ S 1 '39; Spectator (Life ed) 143:10-11 Ag 31 '39
New York legislators hear about advisers, licensing suggested. L. H. Pink. Weekly Underw 140:596 Mr 18 '39
New York Supreme court upholds Metropolitan Life in libel suit motion against radio counsellors. East Underw 40:6 O 20 '39
Patience exhausted; Metropolitan Life sues broadcasting company over insurance counselors' program. Ins Field (Life ed) 68:7 My 12 '39; Nat Underw (Life ed) 43:1+ My 12 '39
Siegel air talk cited in answering to suits of Policyholders advisory council. East Underw 40:6 Mr 17 '39
Siegel implies TNEC endorses his work; only counsellor firm chosen to testify. Nat Underw (Life ed) 43:2 S 8 '39

INSURANCE agents
Agent must be salesman; no money in being an analyst. H. S. Bigelow. Nat Underw 43: 29 Mr 30 '39; Same. Nat Underw (Life ed) 43:23 Mr 31 '39
Agent weakens standing by using a mutual company. H. P. North. Nat Underw 43:4 S 7 '39
Agents should meet challenge to insurance producers; defense of middleman; abstracts. W. H. Menn. East Underw 40:26 My 26 '39; Nat Underw 43:35 My 25 '39
Alabama association of insurance agents annual convention, Birmingham, May 18-19. Ins Field (Fire ed) 68:35-6 My 25 '39; Nat Underw 43:5+ My 25 '39
American enterprise part of agency plan. C. F. Liscomb. East Underw 40:26 S 8 '39
Answer to criticism that there is too high a turnover among new insurance agents. D. J. Bloxham. Ins Field (Life ed) 68:8 Mr 3 '39
Arkansas association of insurance agents annual convention, Hot Springs, May 20. Ins Field (Fire ed) 68:36-7 My 25 '39; Nat Underw 43:5+ My 25 '39
Art of getting by private secretaries. H. A. Usher. East Underw 40:36 Ja 6 '39
Associations in six states convene. Spectator (Property ed) 5:6-7 N 2 '39
Basic principles given for successful selling. F. W. Potter. Nat Underw 42:31+ N 17 '38
Blind agent conducts insurance business successfully. East Underw 40:56 Mr 17 '39
Boston insurance picture. T. Eagan. il Spectator (Property ed) 5:14-21+ S 21 '39
Change is not contemplated in Ohio agents' setup. Nat Underw 43:9 O 26 '39
Colorado association of insurance agents annual meeting, Denver, Sept. 15-16. Ins Field (Fire ed) 68:15+ S 21 '39; Nat Underw 43:5+ S 21 '39
Common mistakes by salesmen in daily solicitation of business. E. E. McNally. East Underw 40:30 My 26 '39
Comparison of stock companies with non-stock, coupled with surveys gets business. W. R. Levy. Ins Field (Fire ed) 67:22-3 N 10 '38
Competition must be constructive to be helpful. R. H. Blanchard. Ins Field (Fire ed) 67:20-2 N 17 '38
Competition seen through the eyes of a field man. D. Perry. Nat Underw 43:4+ S 14 '39
Competitors victors if squabbles persist; what the agent wants. A. I. Wolff. East Underw 40:38 N 3 '39
Connecticut association of insurance agents annual meeting, New Haven. East Underw 39:17+, 25 N 11 '38; Ins Field (Fire ed) 67:9 N 10 '38; Nat Underw 42:5+ N 10 '38
East St. Louis institute. Nat Underw 43:3+ F 23 '39
Educational plans and qualification measures. S. O. Smith. East Underw 40:25 N 10 '39
Florida insurance agents association annual meeting, Hollywood Beach, Fla. Nat Underw 43:4 Ap 6 '39
Fred R. Lanagan of Denver. S. Welton. East Underw 40:35+ S 29 '39
Friends make sales. T. Nelson. Ins Field (Fire ed) 68:18-19 Mr 23 '39; Same. Ins Field (Life ed) 68:24-5 Mr 24 '39
Future of the agency business; should an agent encourage his son to enter his insurance agency? J. A. North. Spectator (Property ed) 5:12-13+ Jl 13 '39; Same. Weekly Underw 141:57+ Jl 8 '39; Excerpts. East Underw 40:30 Jl 14 '39; Nat Underw 43:4+ Jl 13 '39
George Bohman of Omaha heads flourishing agency. S. Welton. East Underw 40:42 F 10 '39
Georgia association of insurance agents annual meeting, Augusta. Ins Field (Fire ed) 68:37-8 My 25 '39; Nat Underw 43:5+ My 25 '39
Great prospects for agents in 1939 outlook. R. W. Sheehan. il Spectator (Property ed) 4:10-13+ Ja 12 '39
Here's how one producer has established a record of replacing non-stock insurance. K. O. Force. Ins Field (Fire ed) 67:22-3 D 8 '38
How do you solicit your own renewals? W. R. Smith. Ins Field (Fire ed) 67:20-1 D 29 '38
How good will may be constantly builded. Weekly Underw 139:1252 D 17 '38
How's business? across-the-desk interviews with progressive local agents. Ins Field (Fire ed) 67:20-1 N 10 '38
Idaho state association of insurance agents annual convention, Sun Valley, August 25-26. Ins Field (Fire ed) 68:10 Ag 31 '39; Nat Underw 43:4+ Ag 31 '39
Illinois association of insurance agents annual meeting, Peoria, Nov. 16-17. Ins Field (Fire ed) 67:10 N 17; 12-13 N 24 '38; Nat Underw 42:3+ N 17; 19-23+ N 24 '38
Illinois association of insurance agents 40th annual convention, Springfield, Nov. 8. Ins Field (Fire ed) 68:14 N 9; 16 N 16 '39
Illinois association of insurance agents mid-year meeting, Rock Island, May 18. Ins Field (Fire ed) 68:38-9 My 25 '39; Nat Underw 43:4, 14 My 25 '39

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Indiana association of insurance agents 40th annual convention, Indianapolis, Nov. 9-10. Ins Field (Fire ed) 68:15 N 9; 15-16 N 16 '39; Weekly Underw 141:1020 N 11 '39
Inside job; if you aren't making progress, trouble is within yourself. V. Young. Ins Field (Fire ed) 68:20-2 F 16 '39
Insurance agents league of Washington annual convention, Bellingham. Ins Field (Fire ed) 68:13 S 7 '39; Nat Underw 43:5+ S 7 '39
Insurance federation of Minnesota silver anniversary, St Paul. East Underw 40:37 S 22 '39; Ins Field (Fire ed) 68:14-15 S 21 '39; Ins Field (Life ed) 68:11-12 S 22 '39; Nat Underw 43:27+ S 21 '39; Weekly Underw 141:600 S 23 '39
Insurance federation of New York state annual meeting, Binghamton, Oct. 13-14. East Underw 40:6, 31 O 20 '39; Ins Field (Fire ed) 68:13 O 19 '39; Nat Underw 43:27 O 19 '39; Weekly Underw 141:857-8 O 21 '39
Insurance men split; Ohio agents secede from national association. Business Week p22-3 Mr 4 '39
Iowa association of insurance agents, annual meeting, Des Moines. Nat Underw 42:6 D 8 '38
Iowa association of insurance agents, 33d annual convention, Mason City, Sept. 6-8. East Underw 40:34 S 15 '39; Ins Field (Fire ed) 68:13-14 S 14 '39; Nat Underw 43:16+ S 14 '39
Is it luck? flexible personality is most important in developing a salesman. T. Nelson. il Ins Field (Fire ed) 68:20-1 Mr 30 '39; Same. Ins Field (Life ed) 68:28-9 Mr 31 '39
J. Davis Ewell to appeal; president of Va. association has his license as agent suspended for 90 days; charged with misrepresentation. East Underw 40:20 Ap 28 '39; Ins Field (Fire ed) 68:8-9 Ap 27 '39; Nat Underw 43:4 Ap 27 '39
Kansas association of insurance agents 19th annual convention, Topeka. Ins Field (Fire ed) 68:13 O 19; 10+ O 26 '39; Nat Underw 43:6+ O 19; 17-21 O 26 '39
Kentucky association of insurance agents annual meeting, Louisville. Ins Field (Fire ed) 68:12-13 Je 8; 14-15, 18-19 Je 15 '39; Nat Underw 43:3+ Je 15 '39; Weekly Underw 140:1258 Je 17 '39
Louisiana insurance society 20th annual convention, Lake Charles, April 19-21. Ins Field (Fire ed) 68:14-15 Ap 27 '39; Nat Underw 43:3+ Ap 27 '39
Maine association of insurance agents annual meeting, Waterville. Nat Underw 43:5+ O 19 '39
Maryland association of insurance agents annual meeting, Annapolis. Ins Field (Fire ed) 68:11 O 26 '39; Nat Underw 43:3+ O 26 '39
Massachusetts association of insurance agents 40th annual meeting, Boston. Weekly Underw 141:736+ O 7 '39
Meeting competition. D. Perry. Ins Field (Fire ed) 68:18-19+ S 21 '39
Meeting competition; advantages of stock insurance over non-stock. Ins Field (Fire ed) 68:25 F 9 '39
Meeting competition; Virginia's retail merchants association gets together with stock local agents. Ins Field (Fire ed) 68:22 S 7 '39
Michigan agents much interested in separation bill. Nat Underw 43:33 F 16 '39
Michigan association of insurance agents annual convention, Saginaw, Sept. 18-20. Ins Field (Fire ed) 68:14 S 21 '39; Nat Underw 43:21-3 S 21 '39
Michigan association of insurance agents mid-year meeting, Lansing. East Underw 40:31+ F 24 '39; Ins Field (Fire ed) 68:12 F 16 '39
Michigan association of insurance agents, Upper Peninsula meeting, July 14-15. Ins Field (Fire ed) 68:8-9 Jl 20 '39; Nat Underw 43:3+ Jl 20 '39
Minnesota association of insurance agents annual meeting, Brainerd, Sept. 8-9. Ins Field (Fire ed) 68:12-13 S 14 '39; Nat Underw 43:5+ S 14 '39
Minnesota association of insurance agents annual mid-year meeting, Minneapolis, March 7-8. Ins Field (Fire ed) 68:12-13 Mr 9 '39; Nat Underw 43:4+ Mr 9 '39
Mississippi association of insurance agents annual convention, Gulfport, May 19-20. Ins Field (Fire ed) 68:40 My 25 '39; Nat Underw 43:5+ My 25 '39
Missouri association of insurance agents annual meeting, Excelsior Springs. Ins Field (Fire ed) 68:12+ O 26 '39; Nat Underw 43:26-7+ O 26 '39
Montana state association of insurance agents annual convention, Butte. Nat Underw 43:5+ S 14 '39
More thought to sales planning will boost premium income. H. E. Taylor. East Underw 40:29 F 24 '39
Mutual competition. W. Potter. East Underw 40:27 My 26 '39
N.A.I.A. midyear meeting, Hollywood, Fla. Ins Field (Fire ed) 68:13-15+ Ap 13 '39; Nat Underw 43:3, 12-13 Ap 13 '39
Nebraska association of insurance agents annual meeting, North Platte. Ins Field (Fire ed) 68:40-1 My 25 '39; Nat Underw 43:4+ My 25 '39
New England associations of insurance agents annual meeting, Bretton Woods, N. H. East Underw 40:28, 30 Jl 14 '39; Ins Field (Fire ed) 68:9-10 Jl 13 '39; Nat Underw 43:3+ Jl 13 '39; Spectator (Property ed) 5:10-11+ Jl 13 '39; Weekly Underw 141:62, 64-5+, 110 Jl 8-15 '39
New Hampshire association annual meeting, Manchester. Ins Field (Fire ed) 68:13 O 19 '39; Nat Underw 43:3+ O 12 '39
New Jersey association of underwriters annual meeting, Asbury Park. East Underw 40:16+ S 8; 27, 36-9 S 15 '39; Ins Field (Fire ed) 68:15+ S 14 '39; Nat Underw 43:36 S 7 '39; Weekly Underw 141:497 S 9 '39
New Mexico association of insurance agents annual convention, Albuquerque. Nat Underw 43:6 S 28 '39
New York state association of local agents annual convention, Syracuse. East Underw 40:21, 25-7, 29-30 My 26 '39; Ins Field (Fire ed) 68:41-3 My 25 '39; Nat Underw 43:3+ My 25 '39; Spectator (Property ed) 4:12-13+ Je 1 '39; Weekly Underw 140:1103-4+, 1159+ My 27-Je 3 '39
North Carolina association of insurance agents, annual convention, Pinehurst. Ins Field (Fire ed) 68:9-10 My 11 '39; Nat Underw 43:3+ My 11 '39
Ohio agents quitting National association. L. C. Jones. Nat Underw 43:3+ F 16 '39; Same. Ins Field (Fire ed) 68:9-10 F 16 '39; Same abr. Weekly Underw 140:385+ F 18 '39
Ohio association of insurance agents annual meeting, Dayton. Ins Field (Fire ed) 68:12, 26 O 19 '39; Nat Underw 43:21-5 O 19 '39; Weekly Underw 141:851, 903 O 21-28 '39
Ohio association of insurance agents meeting, Columbus. Ins Field (Fire ed) 68:43-4 My 25 '39; Nat Underw 43:4+ My 25 '39
Ohio charges answered regarding National association of insurance agents. W. H. Bennett. Weekly Underw 140:433+ F 25 '39; Same. Ins Field (Fire ed) 68:9-10+ F 23 '39; Excerpts. Nat Underw 43:3+ F 23 '39; East Underw 40:20 F 24 '39
Ohio's agents position. L. C. Jones. Ins Field (Fire ed) 68:10 Mr 9 '39
Oklahoma association of insurors annual convention, Tulsa, May 26. Ins Field (Fire ed) 68:12 Je 1 '39; Nat Underw 43:3+ Je 1 '39
Old theory that agent's time is all his own untrue. C. F. Harroll. East Underw 40:39 Ap 7 '39
Oregon insurance agents association annual convention, Bend, Sept. 7-8. Ins Field (Fire ed) 68:14+ S 14 '39; Nat Underw 43:5+ S 14 '39
Pennsylvania association of insurance agents annual convention, Wernersville, Sept. 13-15. East Underw 40:30 S 22 '39; Ins Field (Fire ed) 68:13-14 S 21 '39; Nat Underw 43:3+ S 14; 5+ S 21 '39

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Plea for plainer language in selling. C. C. Neslen. East Underw 40:34 S 8 '39
Pointers for local agents. Published in weekly numbers of National underwriter
Producers should justify commission. S. O. Smith. Weekly Underw 141:1013+ N 11 '39
Responsibility of an agent to his client. J. C. Blackall. Weekly Underw 139:984 N 12 '38
Role of agent vital in building tomorrow's premiums. H. K. Schauffler. East Underw 40:24 Ap 21 '39
Salability of insurance increased by rate cuts and broadened coverage. East Underw 39: 108+ D 2 '38
Sales calls at 1 ½ cents a call; penny post card merchandising program. E. P. Schaefer. East Underw 40:32 pt 2 My 5 '39
Sales letter sells extended cover. F. W. Groves. Ins Field (Fire ed) 68:26 Ja 26 '39
Sell accounts; analysis service. C. Smith. il Ins Field (Fire ed) 67:18-20 D 1 '38
Sentiment in Ohio as to state body's recent secession fron N.A.I.A. Nat Underw 43:23 F 23 '39
Sets him right; fire insurance man wants to develop the persuasive sales methods of the life and accident salesman. E. C. Budlong. Ins Field (Fire ed) 68:24 F 9 '39
Showmanship in selling. Z. Kaufman. Ins Field (Fire ed) 67:22-3 D 1; 24-5 D 8; 20-1 D 15; 22 D 22; 24-5 D 29 '38; 68:22-3 Ja 5; 18+ Ja 12; 24-5 Ja 19; 22-3 Ja 26; 24-5+ F 2 '39
Six state associations of agents hold meetings. Spectator (Property ed) 5:8-9 S 21 '39
Solidarity needed within the insurance ranks; abstracts. W. H. Menn. East Underw 40: 22 Je 30 '39; Weekly Underw 141:9 Jl 1 '39
South Carolina association of insurance agents annual convention, Columbia, May 17-18. Ins Field (Fire ed) 68:45 My 25 '39; Nat Underw 43:5+ My 25 '39
Spark of salesmanship. T. H. Nelson. il Ins Field (Fire ed) 68:18-19 Mr 16 '39; Same. Ins Field (Life ed) 68:20-1 Mr 17 '39
Starting over at 60, H. F. Upham is building a successful agency. East Underw 40:37 F 10 '39
Stock and non-stock carriers are compared. P. Kirkpatrick. Ins Field (Fire ed) 68:24-5 Ja 5 '39
Suburban New York association of local agents annual meeting, New York, April 27. East Underw 40:19 My 5 '39; Ins Field (Fire ed) 68:29 My 4 '39
Successful producer emphasizes points in production. R. G. Hastings. Weekly Underw 140:462 F 25 '39
Successful selling. Published in weekly numbers of Insurance field (Fire and casualty edition)
Swell business; being an insurance agent is the best job in the world. V. Young. Ins Field (Fire ed) 68:20-1 Mr 9 '39
Tennessee association of insurance agents annual meeting, Nashville. Ins Field (Fire ed) 68:9+ O 26 '39; Nat Underw 43:5+ O 19; 29+ O 26 '39; Weekly Underw 141:900+ O 28 '39
Term "general agent" is distorted, says American association of insurance general agents. East Underw 39:30 N 11 '38; Nat Underw 42:17-18 N 10 '38; Weekly Underw 139:996-7 N 12 '38
Texas association of insurance agents annual meeting, Waco. Ins Field (Fire ed) 68:45-7 My 25 '39; Nat Underw 43:16+ My 25 '39
Time tears on! T. Nelson. il Ins Field (Fire ed) 68:20-1 Ap 6 '39; Same. Ins Field (Life ed) 68:26-7 Ap 7 '39
Two-fold job for local agents who believe in profit system. W. Meiss and R. W. Bugli. Weekly Underw 141:1018 N 11 '39
Underwriters "annex" fight on coast is now marking time; list of underwriters agencies now functioning in California. Nat Underw 43:5+ Ag 17 '39
Unemployed? rural agent raises pertinent question on automobile, fire, and burglary insurance. W. H. Lucas. Ins Field (Fire ed) 68:21 My 25 '39
Unique approaches. W. Potter. Nat Underw 43:5 O 26 '39
United efforts for public education urged. W. H. Bennett. East Underw 40:23 Je 9 '39; Excerpts. Weekly Underw 140:1209 Je 10 '39
Upholds stock company plan. V. Cullen. Nat Underw 42:27 N 24 '38
Utah fire and casualty insurors association annual meeting, Salt Lake City. Ins Field (Fire ed) 68:9 Ag 31 '39; Nat Underw 43:2+ Ag 31 '39
Vermont association of insurance agents annual meeting, Basin Harbor. Nat Underw 43:5 S 28 '39
Virginia association of insurance agents annual convention, Richmond. East Underw 40:28 Je 9 '39; Ins Field (Fire ed) 68:11-12 Je 1 '39; Nat Underw 43:3+ Je 1 '39
Virginia hearing in Ewell case involving assessability of mutual policies. Nat Underw 43:6 Ap 20 '39; Ins Field (Fire ed) 68:9 Ap 20 '39
West Virginia association of insurance agents annual meeting, White Sulphur Springs. Nat Underw 43:4+ Jl 13 '39; Ins Field (Fire ed) 68:11-12 Jl 13 '39
Wisconsin association of insurance agents annual meeting, Wausau. Ins Field (Fire ed) 68:10-11+ O 26 '39; Nat Underw 43:3+ O 19; 23-5+ O 26 '39
Wyoming association of insurance agents annual meeting, Rock Springs, August 25-26. Ins Field (Fire ed) 68:9-10 Ag 31 '39; Nat Underw 43:5-6 Ag 31 '39

See also
Insurance associations
Insurance brokers
Insurance companies —Branch offices
also subdivision Agents under various forms of insurance, e.g. Insurance, Automobile—Agents
also National association of insurance agents

Advertising

Ad suggestions. il Weekly Underw 139:1336-8; 140:926-8; 141:216-18, 662-4 D 31 '38, Ap 29, Jl 29, S 30 '39
Agent advertising; National fire group of Hartford. il Ins Field (Fire ed) 68:22-3 Ja 12 '39
Agents give approval to National board's advertising campaign; follow-up locally. East Underw 40:1 Mr 3 '39
Best foot forward; advertising methods. R. Jamison. Ins Field (Fire ed) 67:24-5 D 15 '38
Dramatizing usefulness of insurance via radio successfully in St Louis. East Underw 40: 43 Ja 27 '39
How one life underwriter makes outdoor advertising pay. H. B. Dow. il Ins Field (Life ed) 67:28 D 23 '38
Modern merchandising methods applied to insurance. E. E. Vogt. Weekly Underw 140: 73+ sec 2 My 27 '39
Put it on the air. Ins Field (Fire ed) 68:20 Jl 20 '39
Putting blotters to a new use. R. F. Patterson. il Ins Field (Life ed) 68:25 Ja 6 '39
Should I advertise; if so, how? East Underw 39:29 D 23 '38
This is the best local agency advertising idea the Field has ever seen. Ins Field (Fire ed) 67:20-1 D 8 '38
Tips on using the mails; prospect file. R. W. Smiley. Ins Field (Fire ed) 68:18-19 My 18 '39; Excerpts. East Underw 40:27 My 19 '39
Write 'em a letter; promoting storekeepers' policies. G. B. Welch. Ins Field (Fire ed) 68:24-5 Jl 13 '39

Agency management

Acquiring new lines. J. B. Morgan. Ins Field (Fire ed) 68:24-5 My 4 '39
Agency management and the agent. E. S. Lott. Weekly Underw 141:661+ S 30 '39
Agency management ideas. C. G. Hallowell. East Underw 40:45 Mr 10 '39
Agency operation discussed at N.A.I.A. convention. Nat Underw 43:27+ O 12 '39

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American association of insurance general agents annual convention, San Francisco, June 26-28. Ins Field (Fire ed) 68:8+ Je 29; 7 Jl 6 '39; Nat Underw 43:1+ Je 29; 5+ Jl 6 '39
Builder; what it takes to build a local agency. A. V. Ormond. Ins Field (Fire ed) 68:26-7 Mr 9 '39
Collecting by mail; three letters, used to round up insurance premiums. P. H. Little. Ptr Ink 189:23-4 O 6 '39
Detroit board modifies clear agency rule making it conform with that of state association. East Underw 40:22 Mr 3 '39
Elevate casualty general agent's stature; plea of American association of insurance general agents. Nat Underw 43:15-16 Ag 3 '39
For the customer; should your agency establish a motor carrier department? C. W. Davis. il Ins Field (Fire ed) 68:18-19 Ja 19 '39
General agent qualifications in casualty and surety field. J. M. Haines. East Underw 40:36 Je 30 '39; Same. Nat Underw 43:17+ Je 29 '39; Same. Weekly Underw 141:5+ Jl 1 '39
How one local agent is helping his collection situation by the use of two original forms. Ins Field (Fire ed) 68:22 S 14 '39
How to save money on inside agency operations. O. Beling. Ins Field (Fire ed) 68: 16-18 Je 8 '39
Local agent must be geared to the times. N. B. McCulloch. Ins Field (Fire ed) 68:18-19 S 28 '39; Excerpts. East Underw 40:46 S 15 '39; Nat Underw 43:43 S 21 '39
Mixed agencies make New York state agents uneasy. Weekly Underw 140:1159+ Je 3 '39
New viewpoint on operating agency. A. M. Holtzman. Nat Underw 43:18+ Je 1 '39
Principles involved in enforcement of the in or out rule at a meeting of the Memphis insurance exchange; abstracts. J. D. Saint. Ins Field (Fire ed) 68:11 F 23 '39; Nat Underw 43:10 F 23 '39
70 years; story of H. H. Cleaveland agency of Rock Island, Illinois. il Ins Field (Fire ed) 68:24-5 Ja 26 '39
Streamlining production and operation of local agencies. Ins Field (Fire ed) 67:22-3+ N 24 '38
Tennessee agents' in-or-out rule to be enforced. East Underw 40:32 F 10 '39; Ins Field (Fire ed) 68:9-10 F 9 '39; Nat Underw 43:5 F 9 '39

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Agency accounting. Mrs M. L. Black. Ins Field (Fire ed) 68:18-21 Ag 31 '39
Earned income method as applied to insurance general agency accounting. R. T. Dunn. Weekly Underw 141:127-33 Jl 15 '39

Collecting of premiums

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Commissions

Chicago acquisition cost control plan is now abandoned. Nat Underw 43:4 F 23 '39
Chicago acquisition costs. East Underw 40: 26 Mr 24 39; Ins Field (Fire ed) 68:9-10 Mr 23; 10-11 Ap 6; 14 My 4 '39; Nat Underw 43:5-6 Mr 23; 17+ Mr 30; 18 My 4 '39
Chicago agents and brokers confer on commission issue. Nat Underw 43:3+ O 26 '39
Chicago board of underwriters program and dispute over commissions. Ins Field (Fire ed) 68:10-11 Ja 12; 9+ Ja 19; 13-14 Ja 26 '39; East Underw 40:22 Ja 20 '39; Nat Underw 43:1+ Ja 12; 3, 24 Ja 19; 3+ Ja 26; 3, 12 F 2 '39; Weekly Underw 140:142 Ja 14; 180+ Ja 21 '39
Decision relied on by Palmer upheld N.J. law; case of O'Gorman & Young, inc., vs. Hartford Fire. Nat Underw 43:5+ O 19 '39
Distinctions in countersignature fees is advocated. W. J. Welsh. Nat Underw 43:35 My 25 '39
Eastern underwriters association tackles Pittsburgh issue. Nat Underw 43:5 My 11 '39
Erroneous impression about Palmer's stand on acquisition cost. A. I. Wolff. Weekly Underw 139:1248 D 17 '38
Excess commissions in Illinois. Ins Field (Fire ed) 67:11 N 24 '38; East Underw 39:22 N 25 '38; Nat Underw 42:3+ N 24 '38; Weekly Underw 139:1073+ N 26 '38
Much resentment as to letter of brokers to Chicago agents. Nat Underw 43:3+ F 16 '39
New acquisition cost rules for Cook county, Illinois, adopted. East Underw 40:31+ My 19 '39; Ins Field (Fire ed) 68:13 My 18 '39; Nat Underw 43:19+ My 18 '39
New York law revision to include no direct control over commissions. East Underw 40: 21 Mr 10 '39
Palmer turns X-ray upon commissions. East Underw 40:36 Ja 6 '39
Palmer's famous cost questionnaires are now released. Nat Underw 42:4+, 15+ D 29 '38
Palmer's move to control Illinois commissions stirs controversy. Nat Underw 43:3+ O 19 '39; Ins Field (Fire ed) 68:9 O 19 '39; Weekly Underw 141:845+ O 21 '39
Plan is adopted in Arkansas. Nat Underw 43:2+ Ag 24 '39
Rule enforcement need in Chicago. Nat Underw 43:4+ F 9 '39
Schofield gets Chicagoans' slant on Eastern suggestions on casualty-surety acquisition cost. Nat Underw 43:15+ Ap 27; 17 Je 1 '39
Seek to modify Illinois acquisition cost questionnaires. Nat Underw 43:5 F 23 '39
Unreconciled; Chicago agents, brokers continue fight. Ins Field (Fire ed) 68:9-10 Mr 2 '39

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Supervising the supervisors. J. C. Elliott. Nat Underw (Life ed) 42:23 D 16 '38
Unproductive agencies cost companies large amount of money. H. A. Brown. East Underw 40:22 S 1 '39

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Bankers urged not to sell insurance. C. W. Fishbaugh. Weekly Underw 141:201+ Jl 29 '39

Law

Agent is liable; failed to cancel. Nat Underw 42:33 D 1 '38
Commission agents are now exempt; social security amendment. Nat Underw 43:3 Ag 10 '39; Nat Underw (Life ed) 43:3 Ag 11 '39
Companies seek permanent injunction against Virginia resident agents law. East Underw 39:40+ N 18; 36+ D 9 '38; Ins Field (Fire ed) 67:8-9 N 17 '38; Nat Underw 42:21+ N 17; 19+ D 8 '38; Weekly Underw 139:1040, 1202 N 19, D 10 '38
Countersignature and license laws; position of National association of insurance agents. Nat Underw 43:5+ Ap 13 '39
Countersignature law opinions vary. Nat Underw 43:18 Je 29 '39
Countersignature laws of old and new types; abstracts. A. D. Christian. East Underw 40:30+ S 1 '39; Nat Underw 43:5+ Ag 31 '39; Weekly Underw 141:456+ S 2 '39
Decision reserved on Virginia countersignature act. East Underw 40:34 My 12 '39; Ins Field (Fire ed) 68:7 My 11 '39; Nat Underw 43:5+ My 11 '39; Weekly Underw 140:1021 My 13 '39
Illinois agents statute; proposed revision. Nat Underw (Life ed) 43:2 My 5 '39; Nat Underw 43:5 My 4 '39
Illinois to tighten license requirements. Weekly Underw 139:1277 D 24 '38
Industrial life men file Social security act amendment to exempt agents, field men. Nat Underw (Life ed) 43:1+ Mr 24 '39
Iowa countersignature bill signed. Nat Underw 43:31 Mr 30 '39
License requirements tightened in Quebec. East Underw 39:21 N 11 '38
Louisiana countersignature law is now attacked. Nat Underw 43:19-20 Mr 2 '39; Ins Field (Fire ed) 68:13 Mr 2 '39; Weekly Underw 140:510-11 Mr 4 '39

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New definition of employe; all agents may be included in amendment to Social security act. East Underw 40:15 Je 16 '39; Ins Field (Fire ed) 68:7 Je 15 '39; Ins Field (Life ed) 68:8-9 Je 16 '39; Nat Underw 43:17 Je 15 '39; Nat Underw (Life ed) 43:3+ Je 16 '39
New York department firm on written tests for agents. E. W. Patterson. Nat Underw (Life ed) 42:3+ N 11 '38
North Dakota licensing system. D. W. Crabtree. Nat Underw 43:6 O 26 '39
Ohio agents protest licensing auto club agency. Nat Underw 43:13 Jl 20 '39
Ohio department rules on advance deposits for agents' license and other services. Weekly Underw 141:1016 N 11 '39
Ohio qualification blank is attracting attention. Nat Underw 43:6 F 9 '39
Ohio statutes. L. U. Jeffries. Nat Underw 43:10 O 26 '39
Relation of Security act to insurance agent; companies' memorandum at Washington hearing. East Underw 40:7 Mr 24 '39; Ins Field (Life ed) 68:7-8 Mr 17 '39; Nat Underw (Life ed) 43:1+ Mr 17 '39; Weekly Underw 140:653+ Mr 25 '39
Renewal license fee; California law interpreted. Weekly Underw 141:1016+ N 11 '39
Responsibilities of the life agent; digest of recent cases. J. S. Regan. Spectator (Life ed) 142:32-3 F 16 '39
Successful fight of agents against harmful legislation; abstracts. W. H. Bennett. Ins Field (Fire ed) 68:8-9 Ag 10 '39; East Underw 40:1+ Ag 11 '39; Ins Field (Life ed) 68:8-9 Ag 11 '39
Tennessee agents would copy Virginia resident agent countersignature law. Spectator (Property ed) 5:6 O 19 '39
Texas license bill has been revised. Nat Underw 43:31-2 Mr 30 '39
Training courses instead of agents' exams; New York law redrafters' proposals. Nat Underw (Life ed) 43:1+ Mr 10 '39
U.S. housing unit fights amendment sponsored by agents requiring insurer to be licensed by states. Nat Underw 43:3+ Jl 27 '39
U.S. judges uphold Virginia law on countersignature. Nat Underw 43:15 S 7 '39; Weekly Underw 141:489+ S 9 '39
Virginia agents ask Bowles how to handle policies of non-resident brokers; decision upholding countersignature law. East Underw 40:42 S 15 '39; Ins Field (Fire ed) 68:8-9 S 14 '39; Nat Underw 43:20-1+ S 14 '39; Weekly Underw 141:556-7 S 16 '39
Virginia contest; license and countersignature law. Nat Underw 43:7 Ap 20 '39
Virginia countersignature case rehearing asked; denied. East Underw 40:56 O 6; 37 O 13 '39; Weekly Underw 141:748, 808 O 7-14 '39
Virginia resident agent law; appeal. East Underw 40:29+ N 10 '39; Ins Field (Fire ed) 68:10 N 9 '39; Weekly Underw 141:1030 N 11 '39
Virginia resident agent law case. East Underw 39:30 D 30 '38; Nat Underw 42:16 D 29 '38

Multiple line selling

Production; how to get accident and health business in a multiple line office. R. Kegley. Ins Field (Fire ed) 68:26 F 16 '39

Part-time agents

Headache sedative; Ohio new licensing procedure for part-time agents. Ins Field (Fire ed) 68:8 Ap 13 '39

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Prospects

Hidden prospects; undertakers' insurance needs. Ins Field (Fire ed) 67:27 N 10 '38
Modern merchandising methods applied to insurance. E. E. Vogt. Weekly Underw 140:73+ sec 2 My 27 '39
Originate the business; contacting young married people. J. A. O'Brien. Ins Field (Fire ed) 68:22 Je 29 '39

Records

Maintaining a weekly production record. P. C. Campbell. Weekly Underw 140:63-4 sec 2 Ap 29 '39
Tips on using the mails; prospect file. R. W. Smiley. Ins Field (Fire ed) 68:18-19 My 18 '39; Excerpts. East Underw 40:27 My 19 '39

Selection

Travelers insurance company opposes center of influence agency recruiting. East Underw 40:1+ Ag 4 '39

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Service

Don't say survey, say reporting form. Ins Field (Fire ed) 68:19+ Ja 5 '39
Honest service is best fundamental investment. J. E. Lansing. Weekly Underw 140:925+ Ap 29 '39
What local agents can do collectively to inform the public about local agency service. W. Wells. Ins Field (Fire ed) 68:16-17+ O 12 '39

Show windows

Dress it up. il Ins Field (Fire ed) 68:20-1 Ja 5 '39
Dress up your window. Ins Field (Fire ed) 67:24-5 D 1 '38
Results; how R. D. Anderson brings in business. il Ins Field (Fire ed) 68:23 Ja 19 '39

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Adoption of apprentice plan; recruiting of college graduates. E. W. Sawyer. Nat Underw 43:33+ My 25 '39
Education and development of new agents. G. Bulkley. Weekly Underw 139:1335+ D 31 '38

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Unions

Eureka-Maryland Assurance signs with industrial union. East Underw 40:13 Je 2 '39
Metropolitan Life group seeks to avoid rule by C.I.O.; appeal to Labor board. Nat Underw (Life ed) 43:6 My 5 '39; Ins Field (Life ed) 68:10 My 5 '39
Metropolitan Life loses appeal case on bargaining with C.I.O. Nat Underw (Life ed) 42:5 N 25 '38
Metropolitan Life loses C.I.O. union fight. Nat Underw (Life ed) 43:3 Ap 14 '39
N.Y. Appeal court hears arguments in CIO union case vs Metropolitan Life. Nat Underw (Life ed) 43:7 O 6 '39
Prudential's refusal to bargain is main contention. Nat Underw (Life ed) 42:20 D 16 '38
Sun life of America, Baltimore, signs up with agents union; first nation-wide contract. East Underw 40:15 My 19 '39; Nat Underw (Life ed) 43:9 My 26 '39

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Selling by letter; new business activities of Nolan agency. Ins Field (Fire ed) 68:18 Jl 20 '39

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Canada

License requirements tightened in Quebec. East Underw 39:21 N 11 '38

Ontario

Ontario department of insurance frowns upon part-timers; renewal of licenses being reviewed closely. East Underw 40:25 N 10 '39

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Ontario fire and casualty insurance agents association annual convention, Toronto. East Underw 40:26+ O 27; 34 N 3 '39; Nat Underw 43:4+ O 26 '39

INSURANCE as a profession
General agents outline opportunities in selling; what the college senior can expect. F. Ellington. Spectator (Life ed) 142:6-7+ Ap 13 '39
How one woman left school for insurance job and built career; Sara Frances Jones of Chicago. East Underw 40:15 Ja 27 '39
How professions originate. J. L. Loomis. East Underw 40:3 Je 30 '39
Training college men on career basis; symposium. H. F. Gray and others. Spectator (Life ed) 142:8-13+ Ap 13 '39
Typical college senior speaks; placement officer endeavors to correct some erroneous opinions. D. F. Bracken. Spectator (Life ed) 142:7-8 Ap 13 '39

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Association of life underwriters formed at Martinsville, Va. East Underw 40:13 Ap 21 '39
Insurance post no. 1081 of American legion, New York city. J. R. Loomis and H. G. Treiss. East Underw 40:37-8 Ja 6 '39; Same. Weekly Underw 140:34+ Ja 7 '39
Insurance society of Cleveland merged with Insurance board of Cleveland. Ins Field (Fire ed) 68:29 My 25 '39
Legislation and organization; the New York state association of life underwriters. E. A. Murphy. Ins Field (Life ed) 68:6 Mr 10; 6 Mr 17 '39
Life agency cashiers' association of New York organized. East Underw 40:4 Je 23 '39
Much good in state associations. L. E. Falls. East Underw 40:25 Mr 10 '39
National Negro insurance association annual convention, Los Angeles. Nat Underw (Life ed) 43:4+ Jl 21 '39
New organization to protect profit motive; Associated insurance agents and brokers, inc. East Underw 40:16 S 1 '39; Ins Field (Fire ed) 68:7-8 Ag 31 '39; Nat Underw 43:2 Ag 31 '39; Weekly Underw 141:590 S 23 '39
Origin of the Blue Goose. R. Bird. Nat Underw 43:6+ O 26 '39
Strong case made for agents' associations. W. H. Stewart. East Underw 40:41 Mr 10 '39

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INSURANCE brokers
Brokers discuss problems of handling small premium risks. East Underw 40:24 Je 2 '39
Buyer's relations with broker; abstracts. R. W. Morrell. East Underw 40:22 Je 2 '39; Nat Underw 43:9 My 25 '39
California court upholds surplus line brokers provisions in code. East Underw 40:24 N 10 '39; Ins Field (Fire ed) 68:11 N 9 '39
General brokers association of Metropolitan district annual meeting, New York. East Underw 40:28+ O 27 '39; Weekly Underw 141:908 O 28 '39
Helmus and Sloan a good team. East Underw 40:33 N 10 '39
Jimmy Roosevelt wins first round with Cronin. Nat Underw 42:5 D 1 '38; Weekly Underw 139:1118 D 3 '38
Julian Lucas's 50th insurance year. C. Axman. East Underw 40:21 Ap 7 '39
Lawyers send Pink brief on arbitration; New York Exchange members may consider committee action on agents and brokers. Weekly Underw 140:1154 Je 3 '39
Membership in associations held valuable step for all brokers. East Underw 40:27 O 20 '39
New psychology; brokers more alert to measuring of values in terms of ultimate service to their clients. E. I. White. East Underw 40:28 F 24 '39
New York exchange memorandum on unfair competition decision. East Underw 39:85 D 2 '38
1939-40 committees; Insurance brokers association of New York. East Underw 40:22 Ag 11 '39
No dull seasons for H. R. Adelmann; sales methods of young insurance broker. East Underw 40:30 Ag 11 '39
S. R. Feller to receive general brokers' award. Weekly Underw 141:848+ O 21 '39
W. J. Mosenthal pioneer in sponsoring professionalization for insurance brokers. East Underw 39:103 D 2 '38
What about the middleman? broker uses recent rate reductions to induce new business. M. L. Lane. East Underw 40:31 pt 2 My 5 '39

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Commissions
Brokers' forum on problem of return commissions by producers. East Underw 40:26 Ap 28 '39
Commission scale cuts are deplored. C. L. Despard. East Underw 40:18 Ap 28 '39; Excerpts. Weekly Underw 140:912+ Ap 29 '39

INSURANCE brokers association of New York
Annual meeting, New York, April 25. East Underw 40:18 Ap 28 '39; Nat Underw 43:5 Ap 27 '39; Weekly Underw 140:912+ Ap 29 '39

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California status uncertain; Commissioner Rex B. Goodcell. Ins Field (Fire ed) 68:11-12 Ap 6 '39
California's new insurance commissioner; Judge Anthony J. Caminetti. Nat Underw 43:5 Je 29 '39; Nat Underw (Life ed) 43:4 Je 30 '39
Colorado Commissioner Cochrane quits; Civil service commission takes action. Nat Underw 43:3+ Mr 16; 5 Mr 30 '39; Nat Underw (Life ed) 43:1+ Mr 17; 5 Mr 31 '39; Ins Field (Fire ed) 68:9 Mr 30 '39; Ins Field (Life ed) 68:9-10 Mr 31 '39
Colorado commissioner, Luke J. Kavanaugh. Nat Underw 43:3 Ap 20 '39; Nat Underw (Life ed) 43:1+ Ap 21 '39
Colorado's Jackson Cochrane attacked. Ins Field (Fire ed) 68:15 Ja 26 '39
Frank N. Julian of Alabama. S. Welton. por East Underw 40:26 S 22 '39
G. A. S. Robertson of Missouri; sketch. East Underw 40:18 Ja 6 '39; por Ins Field (Life ed) 68:7 Ja 6 '39; Nat Underw 43:4 Ja 5 '39
Goodcell removed as commissioner in California. Nat Underw 43:1+ Je 22 '39; Nat Underw (Life ed) 43:1+ Je 23 '39
Iowa choice; Charles R. Fischer. Ins Field (Life ed) 68:10 F 17 '39; Nat Underw 43:4+ F 16 '39; Nat Underw (Life ed) 43:3 F 17 '39; Weekly Underw 140:380 F 18 '39
Maryland; John B. Gontrum. Ins Field (Fire ed) 68:9 My 18 '39
Michigan chooses Colonel John Garfield Emery. Ins Field (Fire ed) 68:9-10 Mr 30 '39; Ins Field (Life ed) 68:10 Mr 31 '39; East Underw 40:6 Ap 7 '39; Nat Underw (Life ed) 43:1 Mr 31 '39; Nat Underw 43:4 Mr 30 '39
Missouri choice; Ray B. Lucas. Ins Field (Life ed) 68:11 Ja 13 '39; East Underw 40:20 Ja 13 '39; Nat Underw 43:1 Ja 12 '39
N.Y. department at normal again; review of three and a half years of Louis H. Pink's administration. C. Axman. East Underw 40:3+ Ja 6 '39
Ohio choice; John A. Lloyd. Ins Field (Life ed) 68:12 Ja 20 '39; Nat Underw 43:3+ Ja 19 '39
Pennsylvania; Matthew H. Taggart to be insurance commissioner. Ins Field (Life ed) 68:10 Ja 13 '39; Nat Underw (Life ed) 43:6 Ja 13 '39
Reminiscences of departmental supervisors and supervisions. F. N. Julian. Weekly Underw 140:55+ sec 2 My 27 '39
Texas new life insurance commissioner; Walter Woodward. por Nat Underw (Life ed) 43:6 Mr 17 '39

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Wyoming commissioner; Alex MacDonald selected. Nat Underw (Life ed) 43:12C F 3 '39

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Brief review of events occurring in 1938; official changes, new companies, etc. Weekly Underw 140:13-22 Ja 7 '39
Contributions of insurance to recovery. L. E. Falls. Weekly Underw 140:957+ My 6 '39; Excerpts. East Underw 40:1+ My 5 '39; Ins Field (Fire ed) 68:10 My 4 '39; Nat Underw 43:3+ My 4 '39
Federal hardware and implement mutual group to dissolve. Nat Underw 43:1 Ag 10 '39
Millers National acquires Illinois Fire of Peoria. Nat Underw 43:3+ S 21 '39; Weekly Underw 141:715 O 7 '39
Millers National opens Pacific Coast office. Weekly Underw 139:1239 D 17 '38
North British & Mercantile is celebrating 130th year of its founding. Ins Field (Fire ed) 68:10 Ja 5 '39; East Underw 39:22 D 30 '38; Spectator (Property ed) 4:14 Ja 12 '39; Weekly Underw 140:24 Ja 7 '39
Pearl group affiliate capital up $2,000,000; Eureka-Security of Cincinnati. East Underw 141:714 O 7 '39
Pennsylvania Indemnity bought by Ohio casualty co. Spectator (Property ed) 5:25 Ag 24 '39
Pennsylvania indemnity corp. now owned by Ohio Casualty. East Underw 40:31 Ag 4 '39; Ins Field (Fire ed) 68:14 Ag 3 '39; Nat Underw 43:15 Ag 3 '39; Weekly Underw 141:262 Ag 5 '39
Pioneers of insurance; list of fire companies organized eighty years or more ago and still doing business. Weekly Underw 140: 1108 My 27 '39
Protection sums up stock company superiority. L. C. Lockwood, jr. Ins Field (Fire ed) 68:24 Mr 23 '39
Springfield Fire & Marine applied for a charter for the New England casualty insurance co. Ins Field (Fire ed) 68:10 S 28 '39; Nat Underw 43:17 S 28; 19+ O 5 '39
Standard accident of Detroit, pioneer underwriting organization, celebrates 55th year of service. Weekly Underw 140:1218 Je 10 '39
Stockholders soon to act on Rossia proposals; change of name. Nat Underw 43:8 F 16 '39; Weekly Underw 140:340 F 11 '39
Zurich forms new casualty affiliate; General indemnity and casualty co. of America. Spectator (Property ed) 4:28 Je 15 '39; East Underw 40:32 Je 9 '39; Nat Underw 43:17 Je 8 '39
Zurich's new company given another name; American guarantee and liability insurance company. East Underw 40:29 Ag 11 '39; Ins Field (Fire ed) 68:11 Ag 10 '39; Nat Underw 43:16 Ag 10 '39; Spectator (Property ed) 5:9 Ag 10 '39; Weekly Underw 141:305 Ag 12 '39

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Some company problems of today in composite management. J. D. Simpson. East Underw 40:24+ Mr 17; 28 Mr 24 '39

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Did advertising help during the depression? C. A. Palmer. Weekly Underw 140:69+ sec 2 My 27 '39
Direct mail plays large part in Monarch Life's conservation program. East Underw 40:50 My 26 '39
Drama on the air; American life and accident, St Louis, radio skits. il Ins Field (Life ed) 68:36 F 10 '39
Home of New York's famous American homes advertisements widely commended. East Underw 40:23 Je 16 '39
Maryland Casualty ad illustration wins first prize in 1939 exhibition. il East Underw 40: 42 S 22 '39
National Surety's advertising. East Underw 40:39 S 22 '39
New motion picture, "Aetna on guard," now being shown at World's fair. Weekly Underw 140:1217 Je 10 '39
New way of buying insurance; Hartford Fire and the Hartford Accident & Indemnity national campaign. il East Underw 39:106 D D 2 '38; Ins Field (Fire ed) 67:27 D 1 '38; Weekly Underw 139:1206 D 10 '38
New way to buy insurance is proved more effective than new way to sell; Hartford fire insurance company and Hartford accident and indemnity company. F. C. Russell. il Ptr Ink 188:13-16 Ag 4 '39
Novel display for Guarantee Mutual in home-office window. il Ins Field (Life ed) 68:32 F 24 '39
Pre-tested mail campaign; Central manufacturers' mutual insurance company, Van Wert, Ohio. il Ptr Ink Mo 38:15 Mr '39
Prudential starts to broadcast; programs of other companies. East Underw 40:1+ My 12 '39
Role of agent vital in building tomorrow's premiums. H. K. Schauffler. East Underw 40:24 Ap 21 '39
Stock company joint advertising. C. W. Van Beynum. East Underw 39:99 D 2 '38
Trade journal advertising pays, analysis shows. J. W. Mason. East Underw 40:36 S 29 '39
Travelers calendar in 1940 to feature Currier and Ives prints. il East Underw 40:47-8 S 29 '39

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Branch offices

N.A.I.A. executives asked to poll members on branch office stand. Ins Field (Fire ed) 68:7 Jl 20 '39
Observations on operations of branch or so-called service offices. A. Dodge. Ins Field (Fire ed) 68:7 Mr 2 '39
Underwriters' annex is an issue on Pacific coast. Nat Underw 43:7 O 12 '39

Costs

Cost of life insurance. L. S. McCombs. Spectator (Life ed) 142:18-21+ Jl 6 '39
Palmer's famous cost questionnaires are now released. Nat Underw 42:4+ D 29 '38
Production and conservation cost of a unit of life insurance until it becomes self-supporting. G. A. Adsit. Weekly Underw 140: 573-8 Mr 11 '39; Same cond. Spectator (Life ed) 142:6-9 Mr 16 '39

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Directories

Directory of mutual companies in the United States; fire and casualty insurance. 132p pa 50c American mutual alliance, 919 N. Michigan av, Chicago '38

Employees

British companies' plans to protect the employes during war. Nat Underw 43:1 Ag 31 '39
Entire class of second lieutenants in U.S. quartermaster reserve are Metropolitan Life men. East Underw 40:9 Mr 31; 7 Ap 14 '39
Insurance office girl's sales tips. D. Reynolds. Ins Field (Fire ed) 67:26 D 29 '38
John Hancock has retirement plan for company's employes. East Underw 40:14 F 17 '39
Office employes trained to sell additional lines. M. Fincher. Nat Underw 43:27 Jl 13 '39
Problems of the insurance office woman. D. Reynolds. Ins Field (Fire ed) 67:24-5 N 10 '38
Some company problems of today in composite management. J. D. Simpson. East Underw 40:23 Mr 31 '39

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Wage-hour bogey pinches companies compiling reports. Nat Underw (Life ed) 43:2 Ja 27 '39

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Commissioners end Des Moines plan for zone examinations. East Underw 40:1+ F 10 '39; Ins Field (Fire ed) 68:10-11 F 9 '39; Ins Field (Life ed) 68:9 F 10 '39; Nat Underw 43:3+ F 9 '39; Nat Underw (Life ed) 43:1+ F 10 '39; Weekly Underw 140:333+ F 11 '39
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Conveying machinery
Cotter pins
Cotton machinery
Couplings
Cranes, derricks, etc.
Crankshafts
Crushing machinery
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Cylinders (engines, etc.)
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METALLURGICAL apparatus

See also

Ball mills
Classifiers
Crushing machinery
Flotation machines
Furnaces, Metallurgical
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Amalgams
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Flotation process
Flue dust
Furnaces, Metallurgical
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Annual convention, 50th, St Louis, Sept. 25-29. East Underw 40:3-17 S 29; 14-15, 19 O 6 '39; Ins Field (Life ed) 68:7-8 O 6 '39; Ins Field (St Louis Conv Daily ed) 68:1-31 S 27; 1-31 S 28; 1-31 S 29 '39; Nat Underw (Life ed) Daily ed 43:5-52 S 27; 5-48 S 28; 5-42 S 29 '39; Spectator (Life ed) 143:13+ S 28 '39; Weekly Underw 141:666-88 S 30 '39
Committees, 1939-40. East Underw 40:19 N 3 '39; Ins Field (Life ed) 68:7-8 N 10 '39; Weekly Underw 141:996 N 4 '39
Fiftieth year. M. L. Hoffman. Weekly Underw 140:81+ sec 2 My 27 '39
How and why association started. R. B. Hull. East Underw 40:76 pt 2 O 6 '39
Mid-year meeting of National council, Louisville. East Underw 40:3-4 Ap 7 '39; Ins Field (Life ed) 68:7-9 Ap 7 '39; Nat Underw (Life ed) 43:1+ Ap 7 '39; Weekly Underw 140:784 Ap 8 '39; Spectator (Life ed) 142:15 Ap 13 '39
Objectives for 1940. C. J. Zimmerman. Nat Underw (Life ed) 43:3+ O 20 '39; Same. Weekly Underw 141:845+ O 21 '39

NATIONAL association of manufacturers
Annual meeting, 43d, New York, Dec. 7-9. Comm & Fin Chr 147:3549-50, 3701-2 D 10-17 '38; Am Mach 82:1112e-1112f D 14 '38; Oil Paint & Drug Rep 134:3+ D 12 '38; Steel 103:15-17 D 12 '38
Committees on policies named. Oil Paint & Drug Rep 135:3+ Mr 6 '39
Making America click; excerpts from N.A.M. addresses. Factory Management 97:59-62 Ja '39
Peace is objective of American industry, says President Howard Coonley. Comm & Fin Chr 149:1846 S 23 '39
Plans careful fight with the slogan, Making America click. Business Week p 15-16 D 10 '38
Recovery plan. Comm & Fin Chr 148:2676 My 6 '39
We're ready to talk it over; 1939 platform on industry-government issues. Business Week p20 D 17 '38

NATIONAL association of master plumbers
Annual meeting, 57th, Minneapolis, June 5-8. Dom Eng 154:47-50 Jl '39
Directors and committee chairmen; portraits. Dom Eng 154:40-1+ Ag '39

Women's auxiliary
What is an auxiliary. Dom Eng 154:76-7+ O '39

NATIONAL association of motor bus operators
Annual meeting, 13th, New York, Sept. 13. Ry Age 107:417 S 16 '39; Bus Transportation 18:494-9 O '39
NAMBO goes to battle; I. Bowen presents views before House Interstate and foreign commerce committee in opposition to railroad bills; P. M. Smith analyses report of the Committee-of-six. Bus Transportation 18:175-7 Ap '39
Twelfth annual meeting, Chicago, September 21-23, 1938. 159p The Assn, 831 Tower bldg, Washington, D.C. '38

NATIONAL association of mutual savings banks
Economic conference, New York. Comm & Fin Chr 148:2831-3, 3319-20 My 13, Je 3 '39

NATIONAL association of petroleum retailers
Annual meeting, 7th, Des Moines. Nat Pet N 31:16-17 S 20 '39

NATIONAL association of photo-lithographers
Photo-lithographers elect. Ptr Ink 189:79 O 6 '39

NATIONAL association of purchasing agents
Annual meeting, 24th, San Francisco, May 22-25. Oil Paint & Drug Rep 135:3+ My 29 '39

NATIONAL association of railroad and utilities commissioners
Annual meeting, 50th, New Orleans, Nov. 15-18. Ry Age 105:776-9 N 26 '38
Annual meeting, 51st, Seattle, Aug. 22-24. Ry Age 107:343-6 S 2 '39
What the state commissioners are thinking about; excerpts from opinions expressed at annual convention. Pub Util 22:774-83 D 8 '38

NATIONAL association of real estate boards
Annual convention, Milwaukee. Comm & Fin Chr 147:3245, 3548 N 26, D 10 '38
Annual convention, 32d, Los Angeles. Comm & Fin Chr 149:2909, 3063 N 4-11 '39
Central Atlantic regional conference, Atlantic City. Comm & Fin Chr 148:3320 Je 3 '39

NATIONAL association of retail druggists
Annual convention, 41st, St Paul. Oil Paint & Drug Rep 136:5+ O 23 '39

NATIONAL association of securities dealers (formerly Investment bankers conference)
Application with SEC for registration under Maloney act. Comm & Fin Chr 149:489 Jl 22 '39
Maloney association. Inv Banking 9:1-3 S '39
Maloney association; changes to be made in I.B.C. Inv Banking 9:6-7 N 15 '38; 2-5 Ja 15 '39
National association of securities dealers. Inv Banking 9:1 Je '39
SEC and Investment bankers conference, inc. submit plans for establishment of national association of over-the-counter dealers under Maloney act. Comm & Fin Chr 148: 1738-9 Mr 25 '39
SEC grants over-the-counter organization registration as a national securities association. Comm & Fin Chr 149:962-3 Ag 12 '39
Securities dealers association; proposed revisions of the I.B.C. Inv Banking 9:8-10 F '39
Steps taken for registration as a national securities association under Maloney act. Comm & Fin Chr 148:3467 Je 10 '39

NATIONAL association of sheet metal distributors
Annual meeting, Atlantic City, Oct. 16-19. Steel 105:21-2 O 23 '39

NATIONAL association of shippers' regional advisory boards
Annual meeting, 3d, Chicago, Oct. 31-Nov. 1. Ry Age 107:754-6 N 11 '39

NATIONAL association of supervisors of state banks
Annual convention, Hot Springs, Ark. Comm & Fin Chr 147:3101-2 N 19 '38
Annual convention, Salt Lake City. Comm & Fin Chr 149:2020 S 30 '39

NATIONAL association of wool manufacturers
Annual meeting, New York, Feb. 15. Textile World 89:56 Mr '39

NATIONAL aviation corporation
Annual report. Comm & Fin Chr 148:886 F 11 '39

NATIONAL banks. See Banks and banking, National

NATIONAL better business bureau
New consumer program. Ptr Ink 189:20 O 13 '39

NATIONAL biscuit company
Cease and desist orders. Ptr Ink 186:18 Ja 26 '39
Stocks with dependable earning power. Mag of Wall St 64:30-1 Ap 22 '39

NATIONAL bituminous coal commission
Commission nears coordination goal; Tetlow reelected chairman. Coal Age 44:88+ F '39

NATIONAL board of fire underwriters
Annual meeting, 73d. East Underw 40:19-20 Je 2 '39; Ins Field (Fire ed) 68:9-10+ My 25 '39; Nat Underw 43:3+ My 25; 5+ Je 1 '39; Spectator (Property ed) 4:10-11+ Je 1 '39; Weekly Underw 140:1105-6 My 27 '39
Committees for 1939 are announced. East Underw 40:22 Je 16 '39; Weekly Underw 140:1256+ Je 17 '39

NATIONAL bond and share corporation
Comparative income account, 1937 and 1938. Comm & Fin Chr 148:589 Ja 28 '39

NATIONAL bondholders corporation
Distribution. Comm & Fin Chr 148:3076 My 20 '39

NATIONAL brands. See Advertising, National

NATIONAL broadcasting company
Radio; NBC broadcasting studios, Hollywood; with views, plans, construction outline. Arch Forum 70:161-8 Mr '39

NATIONAL bureau of casualty and surety underwriters
Annual meeting, New York. East Underw 40:33+ My 5 '39

NATIONAL bureau of standards. See United States—Standards, National bureau of

NATIONAL cancer institute
Building completed at Bethesda, Md. Pub Health Rep 54:1877 O 20 '39

NATIONAL cash register company
Stocks for income today and profits tomorrow. Mag of Wall St 64:343-4 Jl 15 '39

NATIONAL casualty company
Financial analysis. Spectator (Property ed) 4:32-3 N 17 '38

NATIONAL characteristics, Chinese
Chinese are like that. C. Crow. 328p $3 Harper '39
Chinese evergreen. V. Purcell. 287p $3 Dutton '38

NATIONAL cinder concrete products association
Annual meeting, 16th, Atlantic City, July 31-Aug. 2. Concrete 47:26 S '39; Rock Prod 42:57-8 S '39

NATIONAL city bank of New York
Annual meeting, New York. Bankers M 138: 139 F '39
Report to stockholders. J. H. Perkins. Comm & Fin Chr 148:209-10 Ja 14 '39

NATIONAL collection of fine arts, Washington, D.C. See Smithsonian gallery of art

NATIONAL concrete burial vault association
Annual meeting, Pittsburgh, May 9-10. Rock Prod 42:67 Je '39
Concrete burial vault makers show progress. R. W. Mead. Rock Prod 42:77 Ap '39

NATIONAL concrete masonry association
Annual meeting, 19th, Chicago, Feb. 7-9. Concrete 47:14+ Mr '39; Rock Prod 42:67-71, 73-4 Mr '39

NATIONAL conference on labor legislation
Meeting, 5th, Washington, D.C. Nov. 14-16. Monthly Labor R 48:130-3 Ja '39
Receives messages from President Roosevelt and Secretary Perkins at annual convention. Comm & Fin Chr 147:3098 N 19 '38

NATIONAL conservation bureau
Library
How can a research library help in the vast movement of conservation of life and prevention of death? J. H. Harvey. Special Lib Assn Proc 2:92-5 '39

NATIONAL container association
Two paper associations indicted as trusts; Kraft paper association and National container association. Paper Tr J 109:15+ Ag 17 '39

NATIONAL cotton council of America
Cotton campaigners; handlers of raw product form national council to increase consumption. Business Week p30 D 3 '38
Cotton council objectives. O. F. Johnston. Textile World 89:61 Mr '39
Cotton defense; national council formed to promote wider use of cotton. Business Week p15-16 Ja 28 '39
Formed in South to promote use of cotton through increased consumption. Comm & Fin Chr 147:3249 N 26 '38

NATIONAL cottonseed products association
Annual convention, 43d, New Orleans, May 9-10. Oil Paint & Drug Rep 135:5+ My 15 '39

NATIONAL council of textile industries
Textile council hailed as forward step. G. H. Conze. Textile World 89:57 Mr '39
Textile council makes its bow; cotton, rayon and silk. Textile World 89:56-7 Jl '39

NATIONAL council on compensation insurance
Annual report of general manager. W. F. Roeber. East Underw 39:97 D 2 '38

NATIONAL crushed stone association
Annual meeting, Cincinnati, Jan. 30-Feb. 1. Rock Prod 42:46-53, 59 Mr '39
Directors meeting, Rye, N.Y. July 20. Rock Prod 42:27-8 S '39

NATIONAL dairy products corporation
Statistics of capital, income, stock earnings, etc. 1929-38. Annalist 54:309 S 7 '39

NATIONAL discount company, limited
Ordinary annual general meeting, London. Economist 134:150 Ja 21 '39

NATIONAL distillers products corporation
Brass tacks for the investor; comparative studies. Barron's 18:20 D 19 '38
Debentures sold. Comm & Fin Chr 148:1814 Mr 25 '39
To issue $2,500,000 debentures; consolidated income accounts, 1935-38. Comm & Fin Chr 148:1331 Mr 4 '39

NATIONAL district heating association
Annual meeting, 30th, New York, June 27-30. Heat & Ven 36:49 Ag '39; Heating-Piping 11:483 Ag '39; Power 83:479 Ag '39

NATIONAL drug trade conference
Annual meeting, Washington. Oil Paint & Drug Rep 134:3+ N 21 '38

NATIONAL electrical code
Code changes under fire by electrical inspectors. Elec W 112:607 Ag 26 '39
Developments of the bare neutral proposal. A. Maxwell. Edison Elec Inst Bul 7:425-6 S '39
What the E.E.I. proposes for the code and why. Elec West 83:21 Ag '39

NATIONAL electrical manufacturers association
Annual meeting, Chicago. Elec W 112:1305 N 4 '39
Commerce department meets with the electrical manufacturers. Pub Util 23:619-21 My 11 '39
Electrical manufacturers cooperate in a national standardization program. C. M. Cogan. Ind Stand 10:165-7 Je '39

NATIONAL electrical safety code
Safety rules for the operation of electric equipment and lines. U S Nat Bur Stand Handbook H34:1-56 '38

NATIONAL exposition of power and mechanical engineering
Annual power show, 13th, New York, Dec. 5-10. Engineering 147:65-7, 119-23, 128, 290-2 Ja 20, F 3, Mr 10 '39
Gas-in-industry story eloquently told at Power show. il Am Gas Assn Mo 21:32-4+ Ja '39
Many new devices at Power show. Chem & Met Eng 45:706-7; 46:45-6 D '38-Ja '39
New products, 280 exhibitors, large attendance at National power show. il Steel 103: 21 D 12 '38
Power show, New York, Dec. 10-17. Business Week p26 D 10 '38
Power show opens with varied exhibits. Paper Tr J 107:18, 21 D 8 '38

NATIONAL federation of sales executives
Annual meeting, 4th, Philadelphia. Sales Management 44:22-4 Je 15 '39
Sales executives elect. Ptr Ink 187:78 Je 15 '39

NATIONAL federation of telephone workers
Phone union dispute; organization of Bell company employees opposes electricians' union. Business Week p29-30 Jl 29 '39

NATIONAL federation of textiles
Fabrics, meet consumer; consumer, meet fabrics; National federation of textiles clarifies industry's relation with consumer. I. L. Blunt. Rayon 20:11 Ja '39

NATIONAL fertilizer association
Annual convention, 15th, White Sulphur Springs, June 5-7. Oil Paint & Drug Rep 135:3+ Je 12 '39; Comm & Fin Chr 148: 3462-3 Je 10 '39

NATIONAL fertilizer association—*Continued*
Annual southern convention, 14th, Atlanta. Oil Paint & Drug Rep 134:5+ N 21 '38
Annual southern convention, 15th, Atlanta. Oil Paint & Drug Rep 136:5+ N 13 '39

NATIONAL fire insurance company of Hartford
Annual statements of group, 1938. Ins Field (Fire ed) 68:15 Mr 9 '39
Company analysis. Spectator (Property ed) 5:36-8 S 21 '39

NATIONAL fire protection association
Annual convention, Chicago. East Underw 40: 20 My 12; 20 My 19 '39; Nat Underw 43: 3+ My 11 '39; Weekly Underw 140:1017 My 13 '39

NATIONAL foreign trade convention
Annual convention, 26th, New York, Oct. 9-11. Comm & Fin Chr 149:2307-9, 2453 O 14-21 '39; Oil Paint & Drug Rep 136:3+ O 16 '39

NATIONAL foreign trade week
Celebration, New York, May 21-27. Comm & Fin Chr 148:3159 My 27 '39
National foreign trade week, May 21-27. il Nation's Business 27:23 My '39

NATIONAL founders' association
Annual meeting, 42d, New York, Nov. 16-17. Foundry 66:25+ D '38; Iron Age 142:52A-52B N 24 '38; Steel 103:17-18 N 21 '38

NATIONAL fraternal congress of America
Annual convention, Detroit. Nat Underw (Life ed) 43:1-2, 9-11 Ag 18; 4+ Ag 25 '39

NATIONAL gallery of art. See Smithsonian gallery of art

NATIONAL gypsum company
Annual report. Comm & Fin Chr 148:1649-50 Mr 18 '39
Growth of National Gypsum; competitive situation. T. M. Foristall. Barron's 19:7 Mr 20 '39
Stock offered. Comm & Fin Chr 147:3464 D 3 '38
Stocks with dynamic growth possibilities. Mag of Wall St 63:738 Ap 8 '39
To create $5,000,000 debenture issue. Comm & Fin Chr 149:882 Ag 5 '39

NATIONAL health conference, Washington, D.C., 1938
Proceedings, July 18-20, 1938, Washington, D.C. 163p 35c Interdepartmental committee to coordinate health and welfare activities, Washington '38

NATIONAL housing act. See Housing laws

NATIONAL illumination committee of Great Britain
Annual report for the year 1938. Light & Lighting 32:54-5 Mr '39

NATIONAL industrial advertisers association
Annual conference, 17th, New York, Sept. 20-23. Ptr Ink 188:59-60+ S 29 '39; Sales Management 45:67 O 1 '39; Steel 105:31 S 25 '39

NATIONAL industrial conference board
Annual meeting, 23d, New York. Comm & Fin Chr 148:3316 Je 3 '39
Officers elected. Comm & Fin Chr 148:3322 Je 3 '39
Two major research programs. K. H. Condit. Special Lib 30:269-71 O '39

NATIONAL industrial sand association
Annual meeting, 4th, Atlantic City, May 25-26. Rock Prod 42:46-7+ Jl '39

NATIONAL industrial traffic league
Annual meeting, 31st, New York, Nov. 17-18. Ry Age 105:783-5 N 26 '38

NATIONAL institute of credit. See Credit associations—Educational work

NATIONAL labor relations act. See Labor laws and legislation—United States

NATIONAL labor relations board
Adopts new rules. Iron Age 144:64-5 Jl 20 '39
American federation of labor has been favored by NLRB, according to Columbia law review. Comm & Fin Chr 147:3391 D 3 '38
Annual report to Congress. Automotive Ind 80:41 Ja 14 '39
Appropriate collective bargaining units; National labor relations board decisions. R. A. Nixon. Harvard Business R 17 no 3:317-25 [Ap] '39
Attitude of the American federation of labor to the National labor relations act. Monthly Labor R 47:1035-6 N '38
Bethlehem challenges NLRB ban on 21-year old representation plan. Steel 105:17-18 Ag 21 '39
Court jolts unions, helps unity; sitdown strike declared illegal by Supreme court. Business Week p14 Mr 4 '39
Federal court orders Republic steel corp. to rehire 5,000 strikers and pay $7,500,000 lost wages; appeal likely. Comm & Fin Chr 149:3056 N 11 '39
Hearings on proposed changes in National industrial labor act. Comm & Fin Chr 148: 3453-4 Je 10 '39
Inland loses a round; court sustains Labor board procedure in steel company's dispute with C.I.O. Business Week p32 Jl 1 '39
Intrastate utility subject to NLRB; Supreme court upholds jurisdiction over Edison Electric. Eng N 121:719 D 8 '38
Investigation voted by House. Comm & Fin Chr 149:496 Jl 22 '39
Issues new, but altered, order against Ford motor co. Iron Age 144:71 Ag 17 '39
Labor board checked by Supreme court; three decisions. Oil Paint & Drug Rep 135:4+ Mr 6 '39
Labor board outlaws Bethlehem unions to assist SWOC campaign. Iron Age 144:58F Ag 24 '39
Labor board vs. labor act. W. Green. Fortune 19:79+ F '39
National association of manufacturers asks revision of Wagner act to end much of NLRB's administrative discretion. Comm & Fin Chr 148:3774 Je 24 '39
NLRB bats for the Wagner act; real objective of the big investigation is amendment of the labor relations law. Business Week p45-6 Ag 26 '39
National labor relations board may not abrogate union contracts; Consolidated Edison co. case. Monthly Labor R 48:121-6 Ja '39
NLRB, storm center. Business Week p40 Ja 14 '39
NLRB wins Supreme court victory; tribunal refuses to reverse order requiring reinstatement of 147 discharged employees and payment of $185,000 in back wages. Comm & Fin Chr 148:1409 Mr 11 '39
National labor relations principles established by NLRB and court decisions. D. R. Scott. bibliog Annalist 53:483-4 Ap 5 '39
New labor law test; NLRB action against open shop employer groups in Los Angeles is challenged. Business Week p48 O 28 '39
New Wagner tests; cases involving C.I.O. and A.F.L. Business Week p49 O 14 '39
Number of strikes in United States more than doubled in three years of operation of NLRB. Comm & Fin Chr 149:2910 N 4 '39
Proposed NLRA amendments. J. L. Lewis. Fortune 19:76, 110+ Ap '39
Record, monthly, Jan.-Sept. 1938. Business Week p24 N 19 '38
Regional labor board's job; New York, New Jersey and Connecticut. E. M. Herrick. Personnel J 17:333-6 Mr '39
Reinstatements and back pay under the NLRA. Management R 28:88 Mr '39
Report for 1935-38 shows NLRB achievements in New York area. Comm & Fin Chr 148: 1571 Mr 18 '39
Supreme court clarifies Wagner act; Consolidated Edison decision. Business Week p31-2 D 10 '38
Supreme court decisions on labor relations. Monthly Labor R 48:872-81 Ap '39
Sweeping investigation of N.L.R.B. assured by Congressional vote. Iron Age 144:64-5 Jl 27 '39
Unions of their own choosing; an account of the National labor relations board and its work. R. R. R. Brooks. 296p bibliog(p258-74) $3 Yale univ. press '39; Review by E. R. Livernash. Mech Eng 61:740-1+ O '39

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United States Supreme court permits NLRB to withdraw litigation affecting Ford motor co. to allow new procedure. Comm & Fin Chr 148:50 Ja 7 '39
United States Supreme court to review 3 cases involving NLRB. Comm & Fin Chr 149:2307 O 14 '39
United States Supreme court voids NLRB order banning A. F. of L. as bargaining agent with Consolidated Edison co. of New York. Comm & Fin Chr 147:3542-3 D 10 '38
Wagner act settles a strike; excerpts from Firth carpet co. testimony before Senate committee. il Nation's Business 27:15-17, 68+ O '39
Worker, the foreman and the Wagner act. R. L. Greenman. 137p $1.50 Harper '39

NATIONAL lead company
Brass tacks for the investor. Barron's 19:20 F 27 '39
Profits from painters, printers, plumbers and potters. H. Richmond, jr. Mag of Wall St 63:198-9+ D 3 '38
Stable earnings; use of inventory control credited. A. Cotter. Barron's 19:7 N 13 '39
Stocks for appreciation and income. Mag of Wall St 63:506 F 11 '39

Titanium division
Laboratory
Research laboratory. W. W. Plechner and S. S. Cole. il diags Ind & Eng Chem Anal ed 11:299-302 My 15 '39

NATIONAL leper home. See Leprosy—Hospitals

NATIONAL lime association
Annual meeting, 21st, Hot Springs, June 1-2. Rock Prod 42:40-4 Jl '39
Re-elects officers. Oil Paint & Drug Rep 135: 4+ Je 12 '39

NATIONAL lubricating grease institute
Annual meeting, 7th, Chicago. Nat Pet N 31: 29 O 4; 21 O 11; R436-8+ O 18 '39

NATIONAL machine tool builders' association
Annual meeting, 38th, Cleveland, Oct. 2-3. Am Mach 83:876c-876d O 18 '39; Steel 105: 21-2 O 9 '39; Mach 46:204-5 N '39
Spring meeting, 37th, Chicago, April 24-25. Steel 104:34-5+ My 1 '39; Am Mach 83: 308c-308d My 3 '39; Iron Age 143:83B-83C Ap 27 '39; Mach 45:648-9 My '39

NATIONAL malleable and steel castings company
Stocks for war market profits. Mag of Wall St 64:680 O 7 '39

NATIONAL mediation board
Annual report. Comm & Fin Chr 148:375 Ja 21 '39
Annual report. Ry Age 106:101+ Ja 7 '39
Lewis named to Mediation board. Ry Age 106:919 My 27 '39

NATIONAL metal congress
Congress, 21st, Chicago, Oct. 23-27. Steel 105: 15-19, 52-5, 61-4, 66-9, 72-3 O 30 '39; Iron Age 144:43-7 N 2 '39
Program and list of exhibitors. Metals & Alloys 10:A10-20 O '39
Technical program. Iron Age 144:130-2 O 19 '39; Blast F & Steel Pl 27:1050-3 O '39; Steel 105:163-74 O 16 '39

NATIONAL metal exposition
Exhibitors and products; list. Steel 105:177-8, 180, 182 O 16 '39; Am Mach 83:876o-876p O 18 '39
Exposition, Chicago, Oct. 23-27. Am Mach 83: 922f-922g N 1 '39
Exposition, Chicago, Oct. 23-27. Automotive Ind 81:517-18+ N 15 '39
Gas goes to the National metal show. H. W. Smith, jr. il Am Gas Assn Mo 20:448-9+ D '38; Same abr. Gas Age 82:31-2 N 10 '38; Same cond. Am Gas J 149:38-9 D '38
Precision features metal show, Chicago. Business Week p30-1 N 4 '39
Some of the exhibits at Chicago, Oct. 23-27. Mach 46:194-5 N '39

NATIONAL metal trades association
Annual meeting, 41st, Chicago, May 24-25. Iron Age 143:76-7 My 25; 96 Je 1 '39; Steel 104:20 My 29 '39

NATIONAL newspaper promotion association
Annual convention, 10th, New York. Ptr Ink 187:61 My 4 '39

NATIONAL oil scouts association of America
Annual meeting, 16th, Houston. Oil & Gas J 38:24 My 25 '39

NATIONAL paint, varnish and lacquer association
Annual meeting, 51st, San Francisco, Oct. 30-Nov. 3. Oil Paint & Drug Rep 136:3+ N 6; 39+ N 13; 25, 36-7 N 20; 36 N 27 '39
Committees appointed for 1939. Oil Paint & Drug Rep 135:38 Ap 3 '39

Council for paint styling
Paint styling pamphlets approved by N.P.V.L.A. Oil Paint & Drug Rep 135:39 Ap 10 '39
Report. Oil Paint & Drug Rep 136:43, 45-6 N 13 '39

NATIONAL paper box manufacturers association
Annual convention, 21st, New York. Pulp & Pa of Can 40:471-2 Jl '39

NATIONAL paper trade association
Annual meeting, 36th, New York, Feb. 20-23. Paper Tr J 108:78+ F 23 '39
Fall meeting, Chicago, Sept. 18-21. Paper Tr J 109:9, 16-17 S 28 '39
Officers. Pulp & Pa of Can 40:251 Mr '39

NATIONAL parks and reserves
American planning and civic annual, 1938. H. James, ed. 346p $3 American planning and civic assn, 901 Union trust bldg, Washington, D.C. '38
National parks of the Northwest. M. W. Trager. 216p $2.50 Dodd '39
National parks; recommendations for wilderness parks. H. Ickes. Science 89:171 F 24 '39
Public works administration and the National park service; projects for physical improvements in the national parks and monuments. Science 89:193 Mr 3 '39
Romance of the national parks. H. James. 240p $3 Macmillan '39
Seeing America safely; fire hazards in recreational areas. F. L. Ahern. bibliog il Nat Safety N 39:25-6+ Ap '39
Twixt Golden Gate and Empire state; selling side-trips to national parks. il Bus Transportation 18:218-19 My '39

NATIONAL paving brick association
Annual meeting, Columbus, Feb. 1-3. Brick & Clay Rec 94:20-1 F '39

NATIONAL pest control association
Annual meeting, 7th, New York, Oct. 23-25. Oil Paint & Drug Rep 136:4+ O 30 '39

NATIONAL petroleum association
Annual meeting, 37th, Atlantic City. Nat Pet N 31:18-23 S 20 '39; Oil & Gas J 38: 58-61 S 21 '39; Oil Paint & Drug Rep 136: 5+ S 18 '39
NPA, symbol of service; world's oldest oil trade association, rounds out 37 years of service. Nat Pet N 31:21-2 Ap 5 '39

NATIONAL power and light company
Annual report, 1938. Comm & Fin Chr 148: 2904-5 My 13 '39

NATIONAL power policy committee
Ill wind for utilities; coordination of power agencies under Ickes in defense program. Business Week p16 O 21 '39
Organization meeting. Comm & Fin Chr 149: 2629 O 28 '39
President Roosevelt merges two power boards for purpose of developing national power policy in interest of national defense and peace-time needs. Comm & Fin Chr 149: 2446 O 21 '39

NATIONAL provincial bank, limited
Annual general meeting, London. Economist 134:206-9 Ja 28 '39

NATIONAL public utilities corporation
Reorganization. Comm & Fin Chr 149:1332-3 Ag 26 '39

NATIONAL publishers association
Annual meeting, 20th, Skytop, Pa. Ptr Ink 188:76-7 S 29 '39

NATIONAL radiator corporation
Reorganization plan. Comm & Fin Chr 148: 3537-8 Je 10 '39

NATIONAL ready mixed concrete association
Annual meeting, 9th, Cincinnati, Jan. 25-27. Concrete 47:30+ Mr '39; Rock Prod 42:32-40, 77-9 Mr '39

NATIONAL recovery administration
Considerations that affect price policies; a reproduction of statements prepared in NRA and approved by the National industrial recovery board. il Dun's R 47:9-18 Ja '39
N R A trade practice programs. C. A. Pearce. 225p bibliog(p215-18) $2.75 Columbia univ. press '39

NATIONAL research council
Fellowships in the natural sciences. Science 89:550-1 Je 16 '39
Summary statement of activities, 1937-1938. R. G. Harrison and A. L. Barrows. Science 88:583-5, 618-20 D 23-30 '38

NATIONAL research council of Australia
Reorganization. Science 90:388 O 27 '39

NATIONAL research council of Canada, Ottawa
Twenty-first annual report, 1937-1938. 178p pa 75c National research council of Canada, Ottawa '39

NATIONAL retail dry goods association
Annual convention, 28th, New York, Jan. 16. Business Week p30+ Ja 14 '39

NATIONAL rivers and harbors congress
Meeting, Washington, D.C. Pub Util 23:616-19 My 11 '39

NATIONAL safety code
Inspectors vote down bare neutral; meeting of Northwestern and Southwestern section of International association of electrical inspectors. Elec West 83:31-3 S '39

NATIONAL safety council
Annual safety congress, 28th, Atlantic City, Oct. 16-20; officers, executive committee, etc. Nat Safety N 40:12-16, 62 N '39
Annual safety congress and exposition, Atlantic City. East Underw 40:32 O 20 '39
By return mail; information about safety supplied by National safety council. C. W. Dempesy. il Nat Safety N 40:55+ O '39
Gains for safety in 1938. W. H. Cameron. Nat Safety N 39:19-20+ F '39
Making the most of membership; services available. il Nat Safety N 40:32+ Ag '39
National safety congress and exposition, 28th, Atlantic City, Oct. 16-20; program. Nat Safety N 40:1-35 pt 2 S '39
Publications that serve safety's needs. C. W. Dempesy. il Nat Safety N 39:15+ My '39
Report of treasurer for 1938. Nat Safety N 39:194-5 Mr '39
Silver jubilee safety congress, Chicago. Safety Eng 76:28-31 N '38
Unity of the national safety program. D. D. Fennell. Nat Safety N 40:10-11, 66+ N '39

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Petroleum
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Culverts
Electric conduits
Gas pipes
Heating pipes
Mechanical equipment of buildings
Penstocks
Petroleum—Well casing
Petroleum pipe lines
Pipe fittings
Pipe joints
Pipe laying
Pipe lines
Piping
Piping (power plants)
Plumbing
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Steam pipes
Tubes
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Blood pressure
Compressibility
Earth pressure
Load (mechanics)
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Piezoelectricity
Steam plants—High pressure
Strains and stresses
Vacuum
Vapor pressure
Wind pressure

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Payrolls—Records
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Gypsum

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Sales management
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Insurance agents
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Prospect lists
Sales contests
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SHEET metal, roofing, heating and air conditioning contractors national association
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SHEET metal shops
Fabricates only stainless and monel; stainless metals, inc. il Sheet Metal Worker 30:23-4 Je '39
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In-line press shop; Wayne pump co. plan Steel 104:68, 70 Mr 13 '39

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Production specials; output diversified by adding items which utilize equipment and skill of workers; Durabilt steel locker co. E. D. Kaser. il diags Steel 104:53-5 Ja 9 '39

When you cannot afford the job. Sheet Metal Worker 30:38-40 Ap '39

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See also
Air conditioning equipment
Air pipes
Copperwork
Exhaust systems
Pipes
Press tools
Presses
Rolling (metal work)
Rolling mills
Sheet metal, Enameled
Sheet steel
Shells (metal work)
Stamping
Tin cans
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Tubes
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Steel houses

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See also
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Shears (machines)

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Rolling (metal work)
Steel, Automobile
Steel, Strip
Steel plates
Tanks, Steel

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See also
Boilers
Sheet metal work
Tanks, Steel

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Colloids
Crystallization
Diffusion
Electrolysis
Electrolytes
Ions
Precipitation
Solubility
Solvents

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Alcohol
Alcohols
Ammonia
Benzene
Butyl alcohol
Carbon disulfide
Carbon tetrachloride

SOLVENTS—See also—*Continued*
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Cleaning compositions
Cyclohexane
Furfural
Glycol
Isobutyl acetate
Isopropyl alcohol
Methanol
Trichloroethylene
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Noise
Sound waves
Soundproofing
Speech
Vibration

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See also

Horns, Exponential
Loud speaking apparatus
Megaphones
Microphones
Moving pictures, Talking
Phonograph
Radio apparatus
Sound—Measurement
Sound—Recording and reproducing
Stethoscope
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Voice operated relays

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Moving pictures, Talking
Phonograph

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Blasting
Building stone
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STORES (retail trade)

See also
Bookstores
Chain stores
Clothing stores
Department stores
Drug stores
Electric shops (retail trade)
Florists' shops
Food stores
Fur stores
Grocery stores
Market stores
Men's stores
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Lightning
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Cast iron
Cement
Coal
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Hardness
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Metals
Papér
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Lignin
Salvage (waste, etc.)
Scrap metal
Sewage sludge—Gas production
Slag
Smelter fumes
Straw
Sulfite liquor
Tailings
Trade waste
Waste paper
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